

How to Protect Your Kitchen Margins in the Face of Inflation

6 Resorts Lay the Blueprint

Short guide to help professional kitchens to cut food costs and maintain profits using AI food waste management



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Why This Guide

It's difficult to find a single part of everyday life untouched by inflation. Our grocery bills continue to climb despite cutting frivolous purchases (and getting less thanks to shrinkflation). Transportation, the occasional cocktail, essential supplies – we see price hikes everywhere.

One could argue that resorts feel the effects of inflation more acutely than other industries, given that their rising costs compound with lower revenues to threaten margins. Unlike other areas of our economy, weekends at resorts and hotels are deemed luxury purchases, which have historically dipped during periods of high inflation.

At the same time, climate concern is at an all-time high. While many people and countries have sounded the alarm for decades, the general public across the globe increasingly feels the effects of a warming and changing planet.

Consumers want to know that the companies they support align with their climate concern and are taking action to combat it.

Furthermore, many of the most vulnerable cities are also holiday destinations, which means companies have a vested interest in local adaptation and resilience efforts.





In order to cut costs without compromising quality, 6 resorts show us how food waste management can maintain and even increase margins.

During times of economic uncertainty, it's more important than ever to harness data and engage teams around a common goal. And the good news is that Winnow's AI technology will not only help you combat inflation, but it will also attract more guests to your resort.

Kitchens that implement our technology typically cut food waste in half over 12 to 24 months. They increase margins and mitigate the impact of rising food prices by cutting food purchasing costs by 2% - 8%.

Chefs, managers, and kitchen teams passionate about sustainability can shine a light on food waste in their kitchens and deliver exceptional guest experiences as a result.

Continue reading to learn how Westin Bund Shanghai, Club Med Bali, Hilton Tokyo Bay, Marriott Dubai, and Pandox Brussels carved down their costs to ultimately boost margins. They will inspire you to spearhead cost-saving technology in your kitchens!

1. Iberostar Selection Bavaro

The all-inclusive Iberostar Selection Bavaro in Punta Cana, Dominican Republic, is one of Iberostar Group's prized destinations. Working with Winnow since September 2021, the resort has already cut food waste significantly. The success of Selection Bavaro's kitchen team in reducing waste demonstrates the opportunity for impactful change by resorts at the global level.

By reducing food waste, the hotel successfully prevented 120 tonnes of CO2e from being released every year, the equivalent to carbon sequestered by 1,800 trees grown for 10 years. This initiative is part of Iberostar's "Wave of Change" sustainability program, which promotes responsible tourism, circular economy thinking and the protection of coastal ecosystems. Their ambition is to send zero waste to landfill by 2025.



A look at the numbers



Annual savings

\$290,000



Meals saved/year

300,000



Reduction in food waste

35%

Tip#1

Producing food in smaller quantities helps in maintaining high quality. Winnow's quick next-day reports give us actionable insights that can be implemented swiftly.

Tip#2

Use the images as a tool. Images of food waste enabled us to validate data for reporting and make more informed decisions.



As a chef, I work every day with one of the most valuable resources that we have: food. It's such an important part of our guests' vacations and it's a shame to let it go to waste. With Winnow, I can become part of the solution to global food waste while continuing to deliver a great gastronomic experience

Angel Arroyo | Regional Chef
Iberostar Selection Bavaro | Punta Cana
Dominican Republic

2. Grosvenor House Dubai

An instantly recognizable twin tower landmark, the luxurious Grosvenor House Dubai opened in 2005 as the first hotel in Dubai Marina. The resort is owned by Marriott International, whose Serve360 program highlights sustainability and social impact. With twelve restaurants and bars, the Dubai

resort churns out sky-high numbers of meals each day. The team wanted greater visibility into where food waste was happening with the help of data. Better yet, the team at Grosvenor House Dubai chooses to reinvest their savings from preventing food waste into the ingredients they use.



A look at the numbers



Annual savings

AED 300,000



Meals saved/year

50,000



Reduction in food waste

72%

Tip#1

Identify the areas where food consumption usually is lower, and adjust portion sizes accordingly

Tip#2

Build food waste awareness into staff training.



Winnow has helped us understand the volume and the different food varieties that we were throwing away each service. With this information, we were then able to look into various areas where we could either reduce the amount of production, increase the use of various food items or re-use the food for our staff canteen. With the daily and weekly reports, we could monitor and reduce the amount of food that ends up in the bin each day.

Tom Egerton | Executive Chef
Marriott Grosvenor House | Dubai

3. Club Med Bali

Club Med Bali is, by any definition, paradise. With over 20 acres of tropical landscapes, 393 rooms, and a suite of impressive amenities, this all-inclusive resort is one of the island's most luxurious. Club Med as a resort group operates over 70 resorts in over 40 countries and has always emphasized sustainability, including a focus

on food waste management. Efforts included a poster and activities to raise awareness among children. But they wanted to take their commitment to food waste reduction a step further. In 2018, the group teamed up with Winnow, and reduced food waste 56% from their baseline level in the first 6 months of use.



A look at the numbers



Savings since
2018 baseline

2,700,000,000 Rp
equivalent to \$172,000 USD



Meals prevented
from landfill

540,000



Cut food waste
by value

63%

Tip#1

Engage your team to study the Winnow reports daily, identifying exactly where, at what time, and why food waste happens

Tip#2

Adapt to guest preferences: replace dishes that are being wasted the most with others that are more popular among the guests



With the help of the Winnow systems, we have improved our food offer. Through our savings from reducing food waste with Winnow, we have been investing in higher quality food and more sophisticated ingredients.

Pouchon Basoodeo | Executive Chef
Club Med | Bali

4. Westin Bund Shanghai

At the forefront of luxury, The Westin Bund Center Shanghai offers elegant rooms with views of the Huangpu River and restaurants serving various cuisines.

With a team mentality that not even a single grain of rice should be wasted, food waste was always a top priority. The resort teamed up with Winnow to gain more data and control over their kitchens.



A look at the numbers



Food waste prevented
from landfill

22 tonnes



Meals
saved

56,000

Tip#1

Pay close attention to guests' attendance and their food preferences.

Tip#2

Hold daily meetings to review what was thrown away the day before.



Wastage is a big concern worldwide, and Shanghai is taking initiatives to really drive awareness programs to reduce food waste. So, when I came to this hotel, I challenged the culinary team to research and find systems out there to help us manage this situation better.

Timothy O'Driscoll | General Manager
The Westin Bund Center | Shanghai

5. Hilton Tokyo Bay

As its name suggests, Hilton Tokyo Bay enjoys views of the expansive bay in Japan's largest and capital city. With themed guest rooms and features catered to families with children, the resort attracts large numbers of guests.

The resort is concerned about sustainable travel and environmental stewardship, ensuring that future generations can experience the world's wonders. And they view food waste as one of the world's greatest challenges that they want to help tackle.



A look at the numbers



Savings since
February 2020

\$31,800,000 ¥



Prevented from
landfill

166,000 meals

Tip#1

View food scraps as an opportunity to creatively enhance and level-up the food offering.

Tip#2

Take advantage of the visual and instant results by reading reports every day.



Within a period of four weeks our food waste was reduced by 30%.

Marcus Kosch | General Manager
Hilton Tokyo Bay



6. DoubleTree by Hilton Brussels City

Pandox, an international hotel property company, proudly welcomes over 1,000 guests to the DoubleTree by Hilton Brussels City.

Delighting guests with its breakfast buffet, all-day restaurant, and catered corporate events, the hotel was the first Pandox site to partner with Winnow starting in 2019.



A look at the numbers



Reduced food waste
within first 3 months

30%



Annual
savings

€44,000

Tip#1

Make sure that vegetable and meat preparation training happens as soon as new chefs join the team to ensure that you get the maximum yield from each ingredient

Tip#2

Maximise the use of prepared and unserved food in daily "specials" (e.g. soups and curries)



Looking at exact periods of what we are wasting, why and when the periods are, we have determined certain points which we needed to action.

Charles Boelen | General Manager
DoubleTree by Hilton | Brussels City



About Winnow

Winnow was founded with a simple belief that food is too valuable to waste. Yet measuring food waste is a challenge for all commercial kitchens with up to 20% of all food purchased going to waste (typically 5%-15%).

Our mission is to connect the commercial kitchen, create a movement of chefs, and inspire others to see that food is too valuable to waste.

Winnow develops Artificial Intelligence (AI) tools to help chefs run more profitable and sustainable kitchens by cutting food waste in half.

From city centre hotels to casinos and cruise ships, Winnow offers a solution for every kitchen. Our analytics platform and reporting suite helps teams pinpoint waste quickly, allowing enterprises to drive significant waste reductions at scale.

Our hardware options range from simple digital measurement tools to our AI enabled Winnow Vision which 'learns to see' food being thrown in the bin. We understand that achieving and improving profitability in a professional kitchen can be a challenge. We will work with you every step of the way.

Get in touch to continue the conversation
[**info@winnowsolutions.com**](mailto:info@winnowsolutions.com)

Can Winnow Help You?

1. Interested in reducing food waste and cost?
2. Want to gain better understanding of food waste in your kitchens?
3. Are you spending ~100K\$/year on food in each of your kitchens?
4. Do you prepare some or most of your food in advance?
5. Does your organisation have more than 10 sites with kitchens?

If you answered yes to all of these questions, speak to one of our food waste experts to find out what reducing food waste could mean for your business.

[Get a Free Consultation](#)