



# Sofitel Bangkok Sukhumvit

## Winnow Case Study

### About The Business

Sofitel Bangkok Sukhumvit, a luxury 5-Star hotel centrally located in the heart of Bangkok's business, shopping and entertainment district. Sofitel Bangkok Sukhumvit features 345 luxury rooms and suites, events space and catering service.

Voilà! is the hotel's signature all day dining venue with lunch buffets and dinner buffets offering a wide choice of French, Asian and international cuisines.

As a pilot agreement with the Accor Group, Winnow installed 2 machines in the all day dining restaurant to measure food waste.



Reduction in  
food waste  
by value

50%



Estimated  
savings  
per year

\$60,000

“

*“Using Winnow I can reduce my food waste and better control production, which means significant cost reductions. It is easy to use which is essential when you have to train staff. A special mention has to be given to the outstanding customer support.”*

”

*Jeremy Cayron, Executive Chef  
Sofitel Bangkok Sukhumvit*

## Reaping The Benefits

The initial pilot significantly reduced waste: after 15 weeks of operation Sofitel already achieved great results. Today, average waste by value is down by 50% from the start point. This would lead to \$60,000 estimated annual savings per year.

The pilot also helped raise awareness of food waste to the kitchen team. Staff engagement was extremely positive, on average 88% of the food wasted was recorded in the system. To incentivise the team we put in place a “Winnow Champions” program. The most engaged employees are rewarded with a Food Waste Champion certificate and a badge they can wear with their Uniform.

Sofitel Bangkok management agreed to continue for a longer term with Winnow and will shortly integrate a new Winnow System for their banqueting area.

## Top Tips For Reducing Food Waste

- Weigh menu items to regulate portion size
- Build food waste awareness into staff training
- Hold daily chefs meetings to review what's being thrown away each day. Focus on high value items prepared in batches and identify where volumes can be reduced
- Check suppliers of perishables such as bread – see if you can find one that is more flexible about order sizes
- Make the most of seasonality - use fruit that's in season, it costs less and it keeps for longer



The Winnow System is a smart meter which automatically measures what's put in the bin, giving chefs the insight to make improvements and dramatically reduce costs. So far we have helped our customers save over \$3m in reduced food waste costs and on average across over 200 sites the Winnow System improves gross margins by 2-6%.

Find out exactly how much your business could save and get your own personalised savings report using our calculator:

[www.winnowsolutions.com/calculator](http://www.winnowsolutions.com/calculator)