



MAKE MORE PROFIT FROM YOUR KITCHEN

Three hotels in Asia show you how

Mini guide to help professional kitchens drive
revenue and reduce costs

winnow



The hotels leading the way in Asia

For those who have been in the hospitality industry for many years, you'll know there are not many golden tickets for success. Often, there is no substitute for hard work, perseverance, and the right attitude.

These ingredients are the bedrock of our industry, and that will never change.

But what if there was a fast, simple and proven approach that enabled commercial kitchens to cut costs dramatically? What would it mean for your business if you could cut food costs by 3-8%?

For many businesses, these savings can be the difference between profit and loss. For those kitchens already running profitably, reinvesting the additional money for customers can boost guests satisfaction, leading to more

glowing TripAdvisor reviews.

However, this guide is not about cutting corners or decreasing quality. This is about connecting the kitchen to leading technology, and ensuring that the food produced in the kitchen makes it to the customer's plate.

By reducing food waste with Winnnow, three hotels in Thailand are on track to save a combined \$100,000 in their first year. This guide will demonstrate how you can achieve these results; cutting your food waste and making your kitchen more profitable at the same time.

The individuals and hotels documented in this guide are united by a passion for their business, and we commend their desire to improve.



Sofitel Bangkok Sukhumvit

AccorHotels

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

The jewel in the crown is the hotel's signature all day dining venue, "Voilà!". The lunch buffets and dinner buffets offer a popular choice of Asian, French and international cuisines.

Waste is a frequent consequence of buffets but the team at Sofitel Bangkok Sukhumvit wanted to minimise this as much as possible.

After only a short period, the hotel achieved remarkable results. In less than 6 months, the hotel reduced the value of their food waste by 50%. Over a one year period, this translates to savings of \$60,000.

Two top tips to accelerate success:

- Review what has been thrown away the previous day in the morning meeting. Make amendments to today's service.
- Food waste should not only be handled by the management team. It should be a responsibility for all levels of the business.

Click [here](#) to watch the video and see how Sofitel Bangkok Sukhumvit reduced food waste

Watch video

"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



Renaissance Phuket Resort & Spa

Marriott International

Renaissance Phuket Resort & Spa is a part of Renaissance Hotels; an internationally renowned brand with a global presence, owned by Marriott International.

“In the seven months that we’ve been using Winnow now, we’ve been able to reduce our food waste by as much as 50%. That money we will be able to reinvest in the experience in the resort.”

Hotels saving large sums of money have the ability to reinvest additional funds into better quality products, improving your operation and reducing preparation time in the kitchen.

Marriott places sustainability at the heart of their business. Their decrease in food waste means that the hotel reduced an equivalent of 754 gallons of gasoline.

Two top tips to accelerate success:

- Position the popular items at the front of the buffet, drawing the attention of your customers.
- For hotels that haven’t looked at food waste in detail before, begin by paying close attention to what is being wasted in the kitchen. Keep an open mind to what you may discover.

Click [here](#) to watch the video and see how Renaissance Phuket reduced food waste

Watch video



“The whole experience with Winnow has been eye-opening. It has made us realize that we were actually wasting food, and more importantly, that we can reduce it dramatically by changing a few simple things”

Billy Costoglou
Executive Chef, Renaissance Phuket

Anantara Siam Bangkok

Minor Hotels

The Anantara Siam Bangkok is another gem at the heart of Thailand's capital. Within the hotel's Thai architecture lies nine restaurants.

The hotel's busy kitchens cook a range of Thai, Japanese, and Italian dishes. After installing Winnow's system, hasty progress was made. The Anantara Siam Bangkok cut waste by a staggering 70%.

Through daily reports tracking food wastage, the kitchen team were able to identify the items they were overproducing and adjust the quantity for the following day.

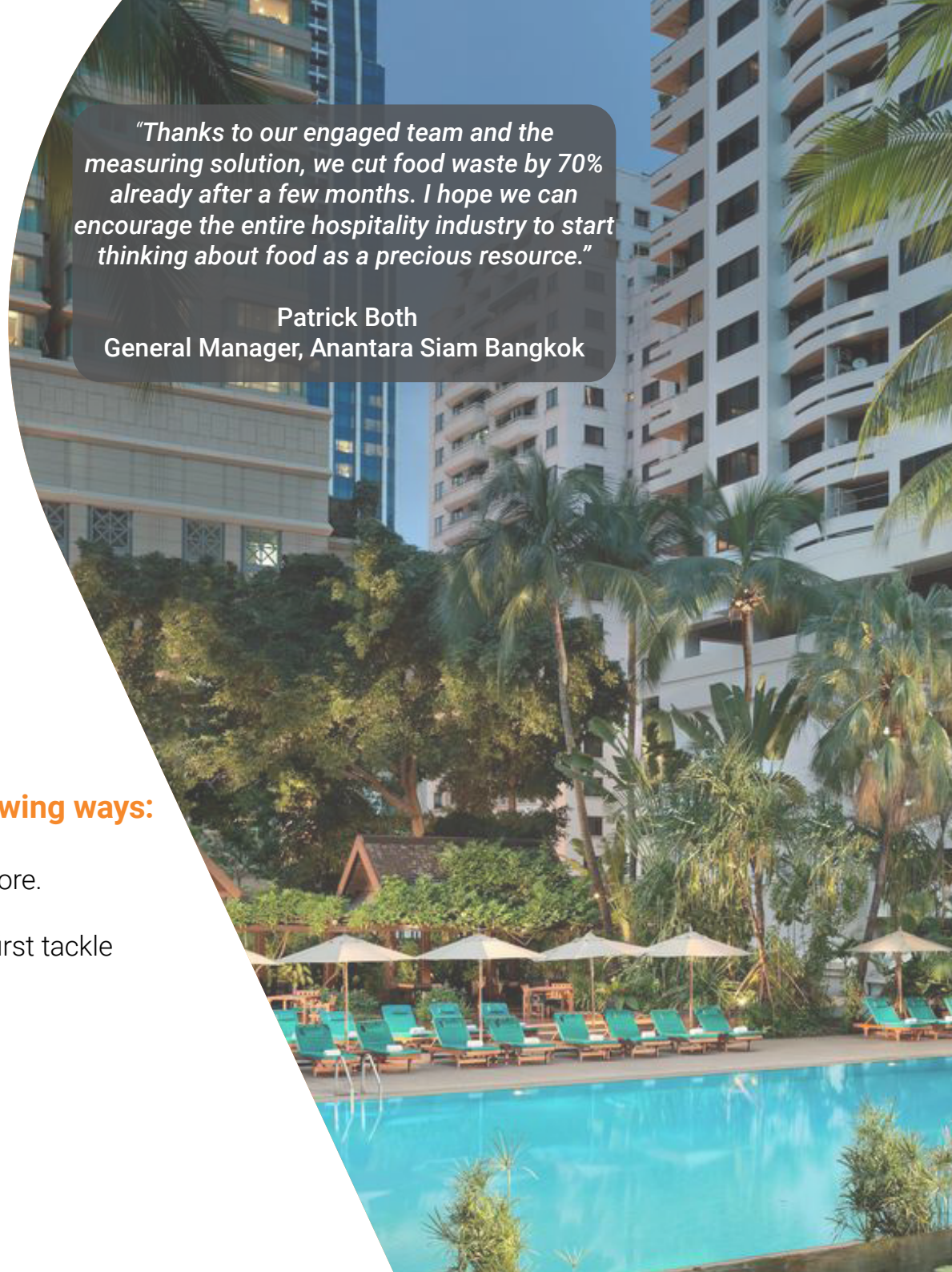
This additional layer of insight helps the Executive Chef and his team to keep an eye on what food is wasted even on the busiest days.

This data can further reduce waste if used in the following ways:

- Try different size presentation bowls for items that are wasted more.
- Observe which times of day the most food is being wasted and first tackle the service times with high waste.

"Thanks to our engaged team and the measuring solution, we cut food waste by 70% already after a few months. I hope we can encourage the entire hospitality industry to start thinking about food as a precious resource."

Patrick Both
General Manager, Anantara Siam Bangkok



Key Takeaways

The hospitality sector is a highly competitive environment with surging food prices that result in profit margins being tighter than ever. Consequently, wasting food does not make economic sense to the industry or environmental sense to the world.

We at Winnow see food waste as an opportunity for chefs and we hope this report will act as a starting point for making food waste reductions at hotels in Asia.

We hope this report has provided some inspiration to reduce your food waste. However, this is only a starting point.

Integrating technology into the kitchen gives a powerful insight into food waste and enables your kitchen to replicate the results discussed in this report.

The opportunity for many hotels in Asia is huge, why not find out today how big it can be for you?

[If you are interested in saving thousands of dollars in food costs each year, get in touch today to find out more.](#)



Request Demo

Winnow wins Brands for Good in Asia

Winnow is proud to work with global clients like Accor and Hilton throughout the Asia-Pacific region.

As a result of these partnerships, Winnow was honoured to receive the [Brands For Good Asia Awards 2018](#) in the Managing Environmental Impact and Sustainable Resource categories.

Our hope is that this award can inspire others to see that food is too valuable to waste. Since our arrival in Singapore in 2015, we have expanded to several new Asian markets including Thailand and China. In this time we have proved that cutting food waste in hotel kitchens is the fastest way to increase profit.



Max Pourrat, Winnow's MD of Asia-Pacific, celebrates winning the awards

"We are thrilled to have been presented with the Brands for Good Awards. It really validates our mission. We are looking forward to continue expanding in Asia so our technology can keep helping chefs cut food waste in half."

Maxime Pourrat
Managing Director, Winnow APAC

Local Flavours

Inspired by the Executive Chef at Sofitel Bangkok Sukhumvit

Lobster vegetables salad with truffle shavings

Preparation (min): 20 minutes

Serves: 4

Surplus ingredients from the seafood buffet:

2 lobsters

400 gr vegetables

5gr popcorn

20gr shallot

4gr truffles

100ml olive oil

1gr pepper

3gr salt

1 lime

Microgreens for decoration

Method:

- Take the leftover lobster from the buffet and clean it by removing the shell. Place in the fridge.
- Mix the vegetables from the salad bar together and keep them in the fridge
- To make the dressing, mix the minced shallots, olive oil, lime salt and pepper. Use a whisk to emulsify the dressing.
- When you are ready to serve, mix the vegetables with the dressing. Place the dressed vegetables in a bowl plate and add half a lobster tail and one claw per plate.
- Shave the truffles on the top of each dish.
- Add the crushed popcorn on the top of the salad as well as the microgreens for decoration.



About Winnow

We believe that chefs deserve the information in an easily accessible way to make their kitchens more productive, freeing up time to focus on being creative with food. Our pioneering smart meter helps chefs cut their food waste in half, dramatically improving their profitability.

We believe that what gets measured gets managed, and by using technology and information intelligently, kitchens can be made more efficient.

We believe that it is all of our responsibility to make the most from our food.

Our team at Winnow have worked with hundreds of kitchens – we have learned a lot on the journey so far. 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.

FIND OUT MORE

By telling us a bit about your business we can give you a detailed estimate of how much your operations could save using our Winnow System to cut food waste:

www.winnowsolutions.com/demorequest



"Food is too valuable to waste, and technology can help us change the way we make food"

Marc Zornes
Co-founder, Winnow

We are proud to be part of
[Friends of Champions 12.3](#)



We are proud to be part of the
[Courtauld 2025 Commitment](#)



We would love to hear from you!

We'd love to hear your tips and tricks about how you manage your kitchen and reduce your costs. If you've got any other great ideas not listed here please get in touch to continue the conversation:





www.winnowsolutions.com