

How Fairmont The Palm is saving around \$140,000 per year



Nestled on The Palm Jumeirah, one of the world's largest man-made islands, Fairmont The Palm stands as a luxurious family resort in Dubai. As a part of Fairmont Hotels & Resorts, a globally renowned and prestigious hotel brand, Fairmont The Palm is committed to offering exceptional experiences to its guests while upholding sustainable practices.

Alain Gobeil, the Food & Beverage Director at Fairmont The Palm, aptly describes their approach to food waste reduction as a "simple, efficient, no-brainer solution for the kitchen." With this mindset, they partnered with Winnow in April 2017 to track, manage, and significantly reduce food waste across their operations. Their goal: to reduce their environmental impact while maintaining the high standards expected of a luxury resort.

For Fairmont The Palm, the journey began with the challenge of managing lavish Ramadan iftar buffets in a city known for its conspicuous consumption. They had to strike a balance between presenting opulent spreads and responsible food service during the holy month of Ramadan. This is where Winnow's solution came into play.

The Winnow system, described as "a great, simple program" by Alain Gobeil, proved to be user-friendly, much like a tablet or smartphone, making it easy for their kitchen staff to adapt quickly.

The daily and weekly reports provided by Winnow offered detailed insights into food waste, something that couldn't be easily obtained through traditional means.



What we recognize is that we are going to be saving 500,000 dirhams annually. 70,000 meals and our food waste was coming down by 61%. So the value of that is absolutely tremendous.

Alain Gobeil | Food & Beverage Director
Fairmont the Palm

Fairmont the Palm Annualised Results



60% reduction in food waste



70,000 meals



Approx. 500,000 AED (\$140,000)

Ultimately, Fairmont The Palm views Winnow as a powerful tool not only for reducing food waste but also for enhancing guest satisfaction, promoting sustainability, and delivering favourable returns to

their owners. It's a win-win-win scenario that aligns with their objectives and helps them stay competitive in today's fast-paced hospitality industry.

About Winnow

Winnow develops Artificial Intelligence (AI) tools to help chefs in large businesses like hotels, contract caterers, casinos, and cruise ships to run more profitable, and sustainable kitchens by cutting food waste in half.

Measuring food waste is a challenge for all commercial kitchens with up to 20% of all food purchased going to waste. Winnow offers a solution for every kitchen.

Our analytics platform and reporting suite help teams pinpoint waste quickly, allowing enterprises to drive significant waste reductions at scale. Kitchens that use Winnow cut food waste by half on average, driving food purchasing costs down by 3%-8%, improving margins whilst doing the right thing. Winnow is deployed in over 60 countries with offices in London, Dubai, Singapore, Cluj, and Chicago.

