

# SPLASH!

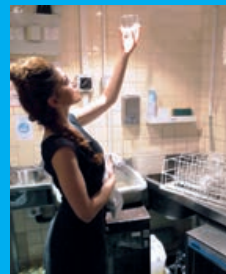
NEWS FROM MEIKO, THE INTERNATIONAL BRAND FOR PROFESSIONAL WAREWASHING TECHNOLOGY



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## Quality is priceless!



 Poulet Purée is a new 400-seat restaurant in Paris specialising in chicken and mashed potato.

Owner Fabrice Raoult previously developed the 300-strong 'La Pataterie' restaurant group in France and now wants to create another chain.

Situated at Seguin Island in Boulogne-Billancourt, Poulet Purée uses only the high welfare 'Label Rouge' chickens.

These are slow growing birds, reared free-range in traditional style. They live twice as long as a standard bird and taste much better too. The birds are grain-fed, with no GMOs or dairy products. Each chicken bears the name of its breeder on a ring, a guarantee of total traceability to consumers.



**Fabrice Raoult: Quality is priceless with regard to the serenity it brings.**

Raoult has worked with Meiko for many years, installing over 150 Meiko machines. **Very satisfied with the quality**, he chose Meiko for Poulet Purée, selecting an M-iClean UM GiO for glassware and a DV80.2 for dishes.




**Beautifully displayed signature dish.**

**"Each thing has a taste and each thing has a cost. Quality is priceless with regard to the serenity it brings you when you manage a restaurant and you know**

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## Energy and water savings of 30%

 "Sustainability is in our business plan and is one of our cornerstones," said Gary Chng, Deputy Regional Manager, IKEA Food, Ikano Retail Asia, regarding Meiko's new M-iQ machines at IKEA Tampines & IKEA Alexandra – Singapore.



**IKEA installed the first M-iQs in South East Asia.**

"We compared Meiko's M-iQ with machines from two other (German) manufacturers and found that **Meiko is more suitable for a high volume business like ours.**

**"The benefits are to be found in energy and water savings of about 30%;** these are important factors for us in terms of sustainability when we choose Meiko."



## Quality is priceless!

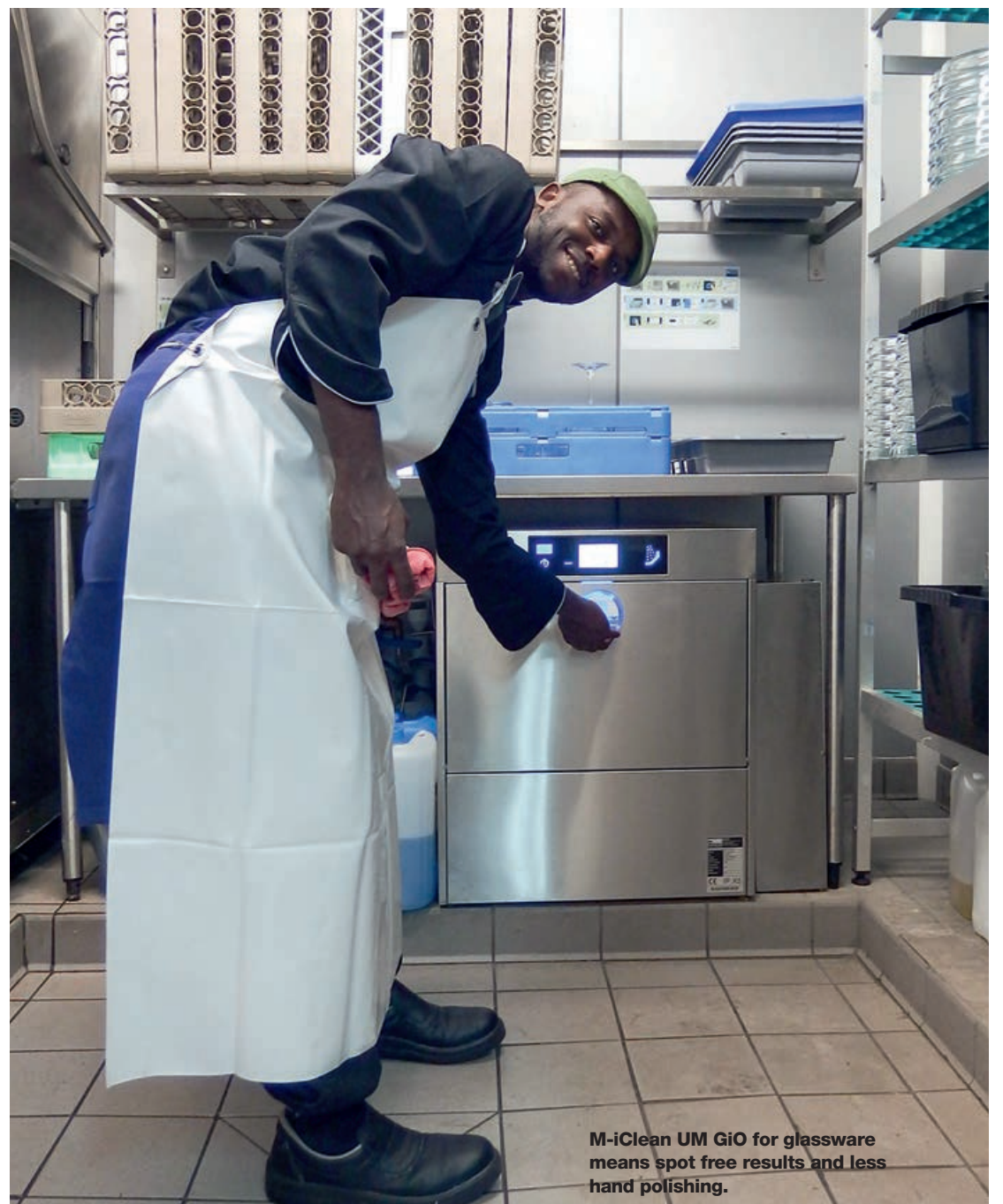
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that you can run your daily business with the certainty you won't have any problem," says Raoult.

Raoult's obsession is quality – of the food, service and the kitchen and bar equipment – but he is also very sensitive to water and energy consumption and has already noticed great improvements thanks to



Strong branding combines with elegant design.



M-iClean UM GiO for glassware means spot free results and less hand polishing.

the smart energy system management of the new M-iClean.


He took into consideration Meiko's supportive customer relations and the excellent technical competence of its technicians.

Raoult chose Meiko's GiO reverse osmosis water treatment system for his wine glasses.

Poulet Purée offers a large choice of wines and Raoult demanded sparkling and spot free cleaning results. Moreover, he underlines the fact that there is no need to polish dishware after washing which means less breakages and reduced staff cost.

[www.poulet-puree.fr](http://www.poulet-puree.fr)

## Key priority: Reducing energy consumption

 Voted 'Best Hotel for families' by the travel metasearch engine Trivago, the Agapi Beach resort Heraklion, Crete, is a perfect choice for holidays, with three pools, a long sandy beach and endless gardens.

The all-inclusive offer includes unlimited beverages and drinks plus buffet style international, Greek and Cretan dishes in the main restaurant, Greek cuisine at Taverna Akrogiali and classic Italian at Piazza d'Italia.



'Tui Umweltchampion' status indicates that Agapi is among the most environmentally-friendly hotels worldwide.



There are also four bars, a host of day and evening activities and entertainment and a separate full programme every day for children.

Part of the Sbokos Hotel Group, Agapi is driving environmental improvements and has achieved 'Tui Umweltchampion' status, which puts it among the most environmentally-friendly hotels worldwide, says F&B Manager Stavros Vrentzos.

"Agapi has also recently planted an organic garden that is growing fruit and vegetables for guests. The resort is also involved in initiatives to clean up the sea and to protect the local sea turtle population."




# A machine to wash very fine glassware



Unashamedly passionate about wines and producers...and the quality of their glassware.



 **The Winemakers Club at Holborn Viaduct (41a Farringdon Street) in the City of London is a place to find wines from smaller, more diverse producers.**

Describing itself as ‘more an informal wine pub than a bar’ the independent wine merchant and shop opened in the summer of 2014 and offers 16 wines held in a preservation system to taste for free at any time.

Wine is served by the glass and as a compliment the shop also offers plates of cheese, olives, meats and ‘whatever else has caught our fancy that week’.



Events include frequent wine tastings, more at [thewinemakersclub.co.uk](http://thewinemakersclub.co.uk)

We can't afford for these glasses to shatter when washed.

John Baum, one of The Winemakers Club's stockowners and ‘wine finders’, chose to install a Meiko FV40.2G-GiO, “Simply because it was the leading machine in its field. We’ve found it very easy to use, very efficient and I like it because it is made for people in the industry and the manufacturer has not got carried away with adding lots of electronics like a ‘Welcome’ message when you switch it on.

**“More seriously, we needed a machine to wash some very fine glassware, hand blown, non-lead crystal made by Zalto and we can't afford for these glasses to shatter when washed. The Meiko machine is very gentle and it washes very well.”**

Pictured, Zalto glassware and the correct choice of dishrack which provides the best wash results. The rack protects glassware and prevents them touching when washing and when being handled.



Installed by Meiko partner distributor Xenex in 2014, the K200 VAP rack transport dishwasher features a mechanised dryer, which removes every trace of water from the crockery, using a high-powered fan that provides dry plates at a low temperature, so staff can immediately re-use them if required. Located next to the main restaurant, the machine operates in two shifts from 7am-10pm.

“The K200 washes more dishes per hour than the previous machine and has given us excellent reliability and wash quality,” said Vrentzos.

A key priority for the resort is reducing energy consumption and Chief Engineer Filippas Mitsalass says Agapi averages just 15 kWh per guest night. This compares to the average European who consumes about 125 kWh per day per person.

“We were able to count the benefits of the new dishwashing technology when we were considering which machine to install. The K200 was chosen to deliver reductions in energy consumption, water and detergent,” said Mitsalass.




The competitors could not match Meiko's tender in terms of delivery and installation.

# Perfect planning makes for on time performance

## KLM Catering Services



 KLM Catering Services takes great pride in delivering the quickest possible turnaround for its customers.

Located on the airport 'ramp' within a few metres of the planes at Schiphol, KLM is the largest inflight caterer in the Netherlands, with 85 high loader trucks servicing 50 intercontinental and 280 European flights every day.

KLM Catering Services provides 'everything but the fuel' and every flight is different, especially when it comes to short-haul travel.

From serving snacks and drinks for shorter routes, to hot meals for longer short-haul flights, KLM also supplies everything from newspapers, pillows and blankets to kiddie's play packs.

'Don't fly with what you don't need!' KLM's 'lean' business philosophy aims to ensure the closest possible match of meal requirements to passengers, who can pre-order their meals from an extensive menu online.

If, for example, a group of 10 people fail to check in, KLM can adjust their loading to save the weight and the meals. And, if a passenger is upgraded to Business Class late at check-in, KLM claims the honour of offering the 'fastest and most versatile last minute service' with catering orders delivered up to 27 minutes before departure.

### Competitive Edge

The dishwashing section of KLM Catering Services recently installed two new flight machines to replace an 11-year old Meiko system.

To ensure maximum value from the investment, KLM Catering Services planned the project in minute detail and obtained competitive quotes from the major suppliers.

**"We currently have a mix of manufacturers' equipment on site and the Meiko system was already four years over its projected working life. It continued to wash well and we had noted especially that the service and maintenance support from Meiko had always been quick and efficient compared to the competitors."**

"Because of that high level of service we had naturally become very interested in moving towards an 'all Meiko' solution.

"This was confirmed when, to put it quite simply, the competitors could not match Meiko's tender in terms of delivery and installation," explains KLM Catering Services Unit Manager, Europa Flow, Hans van der Salm.

"Bear in mind, we still needed to deliver a full service to our customers while the new system was installed, including the usual demands for washing. Meiko's engineers used the minimum space within the dishwashing area so we could continue to work normally. They also worked at nights to get the job done. Not every supplier would do that!

**"Meiko also made ergonomic improvements to the dishwashing area, including re-engineering the conveyors and tabling to make them easier for staff to use."**

"We are very conscious that the work here is heavy and continuous. The old system meant that a worker had to stretch almost 90cm sometimes, bending both the arms and the back. The average age of the staff is 47. We will still be using this new system in 10 years' time, but then the staff will be 57 on average.

"I had to introduce new developments to make the workload lighter and more manageable, reducing stretching and bending."



**GreenEye is a visual aid on the front loading end of the dishwasher.**

### What was installed?

KLM Catering Services chose two M-iQ B XL94 M-iQ machines.

Both feature Meiko's GreenEye technology, a new concept that 'builds teamwork between people and machines', ensuring these large dishwashers work most efficiently for the customer.

The GreenEye is a visual aid on the front loading end of the dishwasher that tells the operator if the machine has not been loaded to its maximum capacity.

GreenEye also identifies gaps on the conveyor between dishware or between baskets, so that it only activates the rinse function for specific sections of the belt, helping to improve capacity utilisation and save resources.

No other system on the market offers such an aid for operators.





“Because of that high level of service we had naturally become very interested in moving towards an ‘all Meiko’ solution.”



It indicates to the operator if the machine has not been loaded to its maximum capacity.

#### Chemical Dosing System

Designed by KLM Catering Services working with Meiko, the chemical dosing system monitors the condition of the wash and rinse waters and delivers the most precise dosing of chemicals to ensure both a perfect wash and the minimum use of resources.

Says Hans van der Salm. “We are very proud of the KLM Catering Services designed dosing system, which will ensure we obtain maximum economy in use.”

#### Definitely using less Steam

It is too early to measure the savings delivered by the new dishwashing and trolley-washing systems, but already, a substantial reduction has been noted in steam consumption.

Pictured is the stainless steel pipework conveying steam to the warewashing equipment; work is nearing completion on the insulation of the pipes.



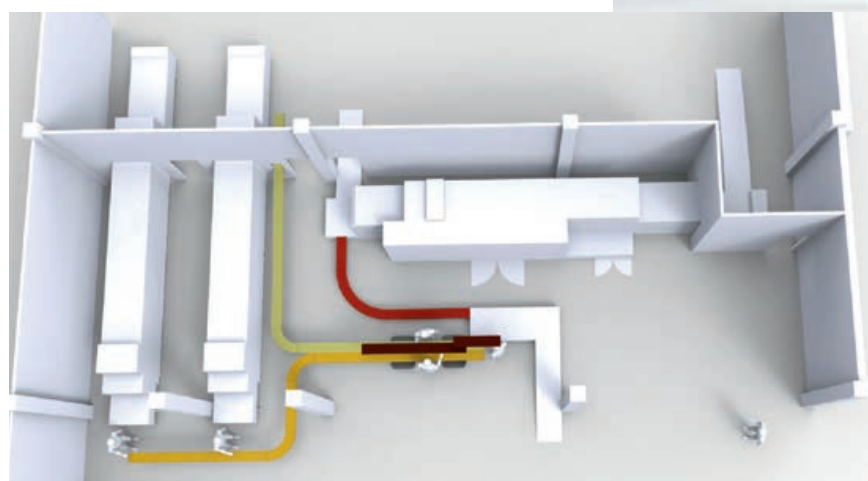
#### Statistics

- KLM Catering Services is a 100% subsidiary of KLM-Air France
- Delivers on-board supplies in cooperation with KLM Aircraft Services
- Turnover € 150 million
- 45,000 passengers a day
- 100,000 meal services a day
- 2,500 special meals a day
- 23,000 newspapers/magazines
- Blankets and pillows for passengers
- Kiddies play packs
- Over 40 nationalities employed
- Higher than 90% on time delivery including any and all exceptions – snow, fog, air traffic strikes...
- Waste reduction – Electric vehicles are used for deliveries; all waste is sorted and streamed for recycling; uneaten sandwiches are removed from packaging and used to make biofuel

#### Careful planning provides the best solution

The picture is just one part of an illustrated plan of KLM Catering Services dishwashing project.

On view to all staff, it shows how the new system would be installed, including how it operates, the



separation of clean and dirty areas, how many staff work in each section and the flow of the conveyor belts. Bottom right is the trolley stripping section. Middle right is the Meiko trolley wash. The two Meiko M-iQ machines on the left wash the contents of the trolleys – trays, cutlery, crockery, coffee and teapots.



“One other thing...plastic ware is very hard to dry using a dishwasher. They used to come out wet with the old system. The new machine dries them thoroughly!”




Sitting next to Tower Bridge, the Guoman Tower occupies a majestic location.



# “Best ever” Guoman Tower banqueting

Guoman Tower M-iQ flight dishwasher. Banqueting staff prefer the flight machine’s peg conveyor to racks for ease of loading. The touch control panel is easy to use and instantly communicates the status of the machine.

 The Guoman Tower Hotel occupies the hotelier’s dream location.

Nestled between the River Thames and St Katharine’s Dock, the 801-bedroom hotel sits alongside two world Heritage Sites – London’s majestic Tower Bridge and Tower of London.

The Brasserie Restaurant offers panoramic views down the Thames and over Tower Bridge. In the warmer months, The Brasserie Terrace offers alfresco dining right on the river’s edge.

The hotel has 19 meeting rooms, the largest being the Tower Suite on the first floor with a capacity for 500 covers. A package for event guests includes ‘The Refresher’, which has everything needed for a business meeting, plus a breath-taking speedboat ride from St. Katharine’s Pier just outside the hotel to Canary Wharf and back, within a hair raising 15 minutes.

Equally disconcerting – for Meiko’s competitors at least – is the new Meiko dishwasher, which is supporting their banqueting operation at running costs of almost half that of the previous machine, supplied by a different manufacturer!

Installed in April, the M-iQ flight dishwasher demonstrated key cost-saving advantages.

	Meiko M-iQ	Previous Machine
TOTAL COSTS/YEAR (£)	5,000.40	9,735.65
COSTS ELECTRICITY (£/H)	3.29	5.89
FINAL RINSE WATER (lt)	165	360
DETERGENT COSTS (£/H)	0.78	1.85
<b>Annual saving: £4,733.25 based on usage 4 hours per day, 260 days per year.</b>		

That is not the only improvement.

According to The Tower’s Back of House Supervisor, David Patrick, “The M-iQ washes very well, the best I have ever seen in fact.

“It is also easy to clean, quicker for functions and the drying of ware out of the machine is immediate.



We have had one maintenance call and they fixed that first time. It is working perfectly well.”

Installed alongside the M-iQ to handle ban-queting glassware was a Meiko FV 40.2 G-GiO glasswasher with integrated osmosis water treatment.

Operated by front of house staff, the glasswasher ensures the hotel’s delicate, high quality glassware washes and dries sparkling clean.

Kitchen Administrator Peter Benz added that The Tower’s maximum banqueting capacity is around 2,500 covers if all facilities are in use. Some 35 chefs and 15 kitchen porters manage the hotel’s catering operation.

“As always, we obtain comparative quotes from different suppliers to make sure we get not only value for our money, but the best solution possible for our business,” he said.

“Meiko’s Business Development Manager Mark Sharland knew his stuff and gave us very professional input.

“We have had problems getting a response to maintenance issues previously and, to put it simply, the Meiko proposal was decidedly better. The response of their Technical Services department is also good; with Meiko, everything is good.


“As far as I can see, it is the best equipment and service available. If only they could make everything in the kitchen!”



The hotel is a proud holder of a **Golden Green Key** certificate – the Dutch ecolabel for hotels.



# Good for the environment and our wallets

 **A beautiful spa resort within walking distance from the sea, the Badhotel (or Bath Hotel) is Zeeland's leading hotel with 116 rooms and suites, conference facilities, library and four restaurants.**

Domburg is the oldest resort town of Zeeland with a long maritime history. It borders a vast forest and sand dunes, with wide, clean, sandy beaches ideal for swimming and surfing. There are also nature reserves, historical sites such as motte-and-bailey castles, picturesque harbours and ports, plus an excellent choice of sports activities and a numerous programme of local events such as fairs, markets and music festivals.

The hotel is a proud holder of a Golden Green Key certificate. Green Key is the Dutch ecolabel for hotels. Badhotel uses LED lighting throughout and it invested in energy-efficient heating and boilers, all helping to reduce energy costs by nearly 40% since 2008.



"Not only good for the environment but also good for our wallets," says Badhotel Managing Director Govert Janzen.

To further their green aims, Badhotel installed a Meiko M-iQ rack transport dishwasher capable of washing up to 130 baskets per hour.

"Having had a bad experience with a previous dishwasher (from another supplier) we looked for some serious professional advice when it came to a replacement," continues Janzen.

"We looked at the competitor machines to Meiko, taking into account a lot of comparative information such as power, water and chemical consumption.

**"Meiko won, especially when it came to assessing the cost of ownership over the life of the machine – the nearest competitor was more than 15,000 euros more expensive!"**

**"Meiko is a match for top brands such as Mercedes Benz and the busier our hotel, the better it gets. The M-iQ dishwasher is really in its element coping with 280 covers from breakfast, for example."**

**"We do not monitor the dishwasher separately for water consumption but I can tell you this...even though hotel occupancy has increased on average, we are consuming less water and I am sure Meiko has played its part in this."**

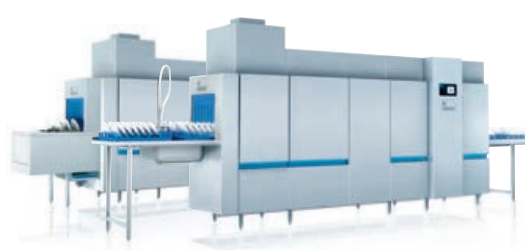
"It is also very noticeable that the M-iQ produces much less steam than previous machines. There is also very little heat outside of the machine. That means we have a better working environment in terms of temperature, which is good for the staff working in the area and it reinforces my opinion that Meiko's M-iQ provides good economy and a long life expectancy. It's also quite good looking too!"

Professional warewashing technology



## The future of dishwashing

**M-iQ** – holistic cleaning technology for people and the environment.



You do not need more water and energy to clean hygienically; you need more thought – this is MEIKO's philosophy. We are continually developing cleaning technologies but are striving not only to advance technology; we have the bigger picture in mind – people, nature and resources. We unequivocally demand sustainable cleaning technology for a clean world. We strive to integrate apparently contradictory demands into a coherent concept. Absolute hygiene and safety on the one hand, frugal use of water and energy on the other. Awareness of costs as well as economical technology and the use of the most modern intelligent technologies. The result: M-iQ. A new definition of cleaning technology.

[www.meiko.de](http://www.meiko.de)



Comment from  
Executive Chef  
Konstantinos Vasilou:  
“We are catering for  
up to 1,300 covers  
three times a day. All  
the dishes served are  
made by ourselves  
and we use lots of  
large pans. We used  
to wash these by  
hand and I am very  
happy with the  
results of the Meiko  
pot washing machine,  
which also makes  
more efficient use  
of labour.”



## “The next machine will be MEIKO again.”

The dishwasher really  
proved very reliable  
and one of the best  
we ever had.

 **Princess Andriana Resort & Spa aims to take the all-inclusive concept to a higher level.**

Situated at Kiotari, Rhodes, the most contemporary and stylish tourist resort on the island, The Princess Andriana has 480 rooms and suites and overlooks a vast Blue Flag beach.

Built by the Hatzilazarou family, “the concept is so much more than just a business,” explains Assistant Managing Director Stamatis Hatzilazarou.

“It is a life-long hobby, an obsession, maybe with a hint of madness, but above all, a true passion for hospitality.”

There are six restaurants and bars, serviced by a Meiko B230VAP flight dishwasher, an FV250.2 pot washing machine and EcoStar 545D dishwashers in the bars for the glassware.

Continues Hatzilazarou, “When back in 2007 we started renovating the kitchen of our sister hotel, The Rodos Princess, I did some research and found Meiko as one of the brands I could choose.

“I spoke with other hoteliers as well as some suppliers and found out that this dishwasher is reliable and one of the best in the market, so, even though its price is quite high, I decided to give it a try.



**“After 5 years of operation (when Princess Andriana was almost ready), the dishwasher really proved very reliable and one of the best we ever had. For this reason we decided to buy the same dishwasher for our new hotel but also bought Meiko dishwashers for other departments as well, not only for the main restaurant.”**

## So nice for Groucho

 **One of London's leading nightspots is having a sparkling time thanks to distributor CCE Group Ltd and Meiko UK.**

The Groucho Club opened in 1985 as ‘the antidote to the traditional club’, taking its name from Groucho Marx who remarked that he would never join a club that would accept him as a member.

“Groucho has six bars and expensive glassware,” explains the Business Development Manager for Meiko partner distributor CCE Group Ltd.

“We recommended Meiko for glasswashing because the Club had handling issues with their glassware.

“They were doing a lot of work hand polishing they should not need to, which caused breakages as well as wasting labour.

**“It is so nice not to have to think about glasswashers any more!”**





# ‘No Bills’ and ‘very best’ for former Pub Chef of the Year



“I compared a number of manufacturer’s products and spoke to colleagues in the industry.”



“Meiko machines seemed to be in all the right establishments and they had great recommendations.”

## The estate of Bowcliffe Hall has a rich history.

Situated just outside Wetherby in Yorkshire, UK, the Grade II listed prestige venue for conferences, weddings and events features Britain’s first aviation pioneer, Robert Blackburn amongst its previous owners.

Almost a century later, Bowcliffe Hall has unveiled its Blackburn events facility, constructed in the shape of an aircraft wing.

The idea of a giant biplane wing-shaped venue, filled with aeronautical-theme furnishings including a

table made from an aluminium wing assembly and bar from an engine canopy, came from serial entrepreneur Jonathan Turner. His vision was to celebrate the heritage of Bowcliffe, the headquarters of his company, The Bayford Group, which has interests in energy, fuel cards, property investment and development, pollution prevention and e-commerce.

Former UK Pub Chef of the Year, John Topham manages the catering, running both the events and a restaurant for the estate’s business tenants.

Bowcliffe has two FV40.2G-GiO glasswashers and a DV80.2GiO dishwasher, supplied and installed via Meiko partner distributor Port Catering.

Topham said he chose Meiko, “After doing lots of research. The conclusion was that Meiko did the job best.

**“I wanted to know in particular, that we would not be spending lots of time hand polishing our Riedel glassware and fine bone china,” he explained.**

“I compared a number of manufacturer’s products and spoke to colleagues in the industry. Meiko machines seemed to be in all the right establishments and they had great recommendations.

“The service and back up has also been first class. For example, we were lacking washing baskets – we lost them during refurbishment work – so I explained my problem to Meiko Regional Sales Manager Lee Hackett and the very next day he turned up with another set. To me, that is a superb example of customer service.”

Topham also owns a former 18th century coaching inn and now five-star restaurant with rooms plus cocktail bar, The General Tarleton Inn, nearby at Ferrensby. This also now features a DV 80.2 G-GiO dishwasher with built-in reverse osmosis – but this time complete with Meiko UK’s unique three year ‘no bills’ guarantee.

**“Meiko’s glass and dishwashers are a lot better than anything else I have come across. I uprated the original specification for warewashing at Bowcliffe to include Meiko but I didn’t have a budget to include the three year no bills package,” says Topham. “However, for my own pub I thought it was a no-brainer. We can serve 1500 covers per week and because we are so very busy I wanted the very best.”**

“We explained about Meiko’s GiO reverse osmosis water treatment technology built into their glasswashing machines but they didn’t believe it and insisted on a site visit. We took them to a leading high profile Restaurant and Bar in Mayfair, where GiO machines had been installed previously.

**“There they saw how the GiO machines helped to cut down breakages of the fine glassware, reduced the double handling and provided spot-free results.**

“Not only that, because the GiO is built into the base of the machine installed, the glasswasher will still fit in a standard undercounter opening!” The Groucho Club opted for an FV40.2G-GiO glasswasher and, having had problems with maintenance support from their previous supplier, took up the offer of Meiko’s unique three-year ‘No Bills’ support package which includes:

- A full and comprehensive 3-year “No-bills” guarantee that allows for total breakdown support, spare part provision and annual planned maintenance visits during the 3 year contracted period.
- No more water softener related issues or continual filling of salt, thanks to the integrated GiO reverse osmosis water treatment technology.
- But most importantly, no unexpected or unbudgeted repair bills during the 3 years.

Adam Lock, Bar Manager at The Groucho Club commented: “It’s the best ever glasswashing machine. It is reliable and there have been no problems or issues with it at all.

“It is so nice not to have to think about glasswashers any more!”



# Transformation brings big changes

**"I didn't think the transformation to the new dishwasher will bring such a big change in labor and such significant savings in operating costs."**



"I wish I had made the decision to move ahead to the Meiko flight type dishwasher four or five years earlier!"

"I didn't think the transformation to the new dishwasher will bring such a big change in labor and such significant savings in operating costs."

"We operate Tel Aviv's leading event center and we cannot compromise on the quality of the food or the appearance of the dining room."

"Behind the high quality result that the customer sees – the clean dishes, sparkling glassware and beautiful furnishings – there is a lot of work and operating expenses including labor, detergents, water and energy."

**"The connection with Nyga Chef Ltd (Meiko's sales agent for Israel) for the dishwasher and detergents, gives me peace of mind that the quality of the dishwashing is backed up with the service support of the local supplier."**

Installed 18 months ago was a Meiko B350 VAP flight dishwasher, with 4,000 plates per hour capacity. Its AWS system (Active Water Saver) **reduces fresh water consumption by up to 20 %**. The CSS-Top chemical saving system saves up to 80 % on detergent consumption by flushing out excess food debris left on the dishes following the pre-washing process, using fresh water from the final rinse.

Continues Miki: "Even during the planning process, I saw in my mind the operational benefits and the expected savings and yet I didn't estimate how much."

"Today I can say that the investment in the Meiko dishwasher is made from the savings accumulated by the reduction of operating costs. We save about 50% in energy and water and the staffing has reduced by three workers!"

"Customers demand the very highest standard of food and facilities for their events and so I need



**"The quality of the dishwashing is backed up with the service support of the local supplier."**

to make the kitchen and dishwashing system more efficient in order to be more flexible to the customer's needs, while reducing significantly the operational costs."

## **Energy and water savings of 50% plus staffing reduced by three!**

Tel Aviv is one of the most visited cities in the Middle East, catering for upwards of 2.5 million international visitors every year as well as a booming domestic trade.

The city has a reputation for a thriving nightlife scene, excellent restaurants, bars and cafes and, with its western side one long shoreline, it offers some of the best beaches in the Mediterranean.

Overlooking it all is the Azrieli Tower, the tallest building in Tel Aviv and its largest shopping Centre. On the 49th floor, the prestige 2C Restaurant & Events offers stunning views, taking in the whole city and seascape.

Miki Bados, the owner of 2C and the nearby Ocean Event Center chose to install a new Meiko dishwashing system 18 months ago.






Photo: depositphotos.com

**“We looked for more efficient machines, more advanced technology, with much lower operation costs of energy, water and labor.”**

# The best for Isrotel

 **“Investing in the latest technology so staff have the best tools to provide excellent food and beverage and controlling better the performance and costs.”**

Businessman David Lewis fell in love with the natural beauty of the city of Eilat, Israel.

Recognising the great potential for tourism in an area featuring desert, sea, coral reefs and its close proximity to tourist centers in the Sinai Peninsula and Petra, his vision was to transform Eilat into a world-renowned destination.

The 418-room Isrotel King Solomon Hotel broke new ground. For the first time a hotel gave guests all their needs under one roof including restaurants, bars, shops, entertainment and a unique hospitality experience.

Today the Isrotel chain founded by David Lewis operates 17 hotels with 3700 suites and

rooms in Israel and nine hotels alone in Eilat on the Red sea.

Opening 2016 will be the 250-room Isrotel Jerusalem, currently under construction in an upmarket area named the German Colony, originally settled in the late 1800s by ex-patriots from Württemberg. Isrotel Tel Aviv opens in 2017.

VP Engineering for the Isrotel chain is Elchanan Noy, who has been involved since the beginning.

**“Dishwashing equipment is an important factor in a very demanding and costly operation. Six years ago, after using old versions of dishwashers for 20 years, we looked for more efficient machines, more advanced technology, with much lower operation costs of energy, water and labor.”**

“While checking the alternatives, we concluded that Meiko dishwashing machines are one of the best.

“The first trial, six years ago, was at King Solomon Hotel. Later on, we decided to change the dishwashing machines in our Sport hotel in Eilat and since then we changed all dishwashers to Meiko machines in the new Beresheet (Genesis) hotel in the Negev desert and in the Isrotel Royal Beach Tel Aviv.

“Food and beverage concepts have changed during the last decade, which means more front cooking and less space for the kitchen and dishwashing areas. **We had to look for smaller dishwashers, yet still providing high capacity and high performance when cleaning dishes. Meiko has achieved this.**

“Last but not least, during my visit to Meiko last year, I found a company which provides a very wide variety of solutions in dishwashing and waste treatment, with a very close attention to the customer’s needs and that showed me we made the right decision.

“Six years ago there was more than one choice of dishwashing brands. However, for Isrotel one very important factor was to make sure that the local supplier provided top-quality long-term support, service and spares.



**Elchanan Noy–VP Engineering**

“So the main reason for choosing Meiko and Nyga Chef Company in Israel is the combination of the best we can get from a good product and service.

“As a growing hotel chain we look forward to a good cooperation in the future.”



**Executive Chef Michel Ben Chetrit, King Solomon Hotel, Eilat, with the Meiko K400VAP.**




**On the right-Maintenance Head Manager Meir Galil. On the left-Maintenance Deputy Director Benni Ravia, Royal Beach Hotel Tel Aviv with their Meiko K200VP.**



The Engineering department at the Grand Hyatt Seoul has kept accurate records of their savings with Meiko's M-iQ.



## 38,446 EUR saved per year – Grand Hyatt Seoul

 The Grand Hyatt Seoul is a luxury 5-star hotel in every sense, including the location.

Situated in the Yongsan district at the heart of South Korea's capital, the hotel is set on Mount Namsan amid 18 acres of waterfalls and landscaped gardens.

Featuring 601 rooms and suites, some 38 are 'Hypo-Allergenic Pure Rooms' designed to offer a comfortable night's sleep to allergy sufferers. A variety of cuisines ranging from European to Japanese are offered in the hotel's 10 restaurants and bars.

Foodservice is managed by Executive Chef Stefan Moerth, who oversaw the recent installation of a new M-iQ dishwasher (M-iQ B-M74 V8 N02 P8) replacing one supplied from another manufacturer.

"We are very happy with the new Meiko machine!" says Moerth.

"Please look at the information regarding the dishwasher comparison between the old machine and the new Meiko; the data comes from our Engineering department."

**Savings (measured over 12 hours use daily, for 365 days, 2014 prices)**

<b>Rinse Aid</b>	(3.00 EUR/kg): 854.EUR savings per year
<b>Detergent</b>	(3.00 EUR/kg): 13,678.EUR savings per year
<b>Water</b>	(5.00 EUR/1000l): 4,774.EUR savings per year



Machine reliability, the quality of spare parts and the support from Meiko made a difference.

**Heating** (0.10 EUR/kg steam):  
14,804.EUR savings per year

**Drying** (0.15 EUR/kw):  
4,336.EUR savings per year

**TOTAL saving in 1 year: 38,446 EUR**

The Grand Hyatt's engineers also noted that some crucial spare parts on the old machine were made from plastic (for example, an impeller), causing them to become **"weak from chemicals and heat. Often we need A/S (after sales support)", says the Engineers report.**

**"On the Meiko machine, spare parts are made from metal (impeller). Not many times we need A/S."**

Exhaust air volume was also noted at 1,620CMH on the old machine, compared to the M-iQs

150CMH, ensuring that minimal extra ventilation was required for the MiQ, creating further savings on a duct system, fan and consequent running costs.



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