



## CUSTOMER SPOTLIGHT



### A Conversation with Daniel Hoffman, Marriott International

We asked Mr. Hoffman, Director, Equipment and Beverage Specifications, Marriott International Inc., about his company's experience with Fabri-Kal.

#### The Right Package

"The Courtyard Marriott experience is defined not only by the food and beverages we offer, but also the delivery method," explains Hoffman. "For instance, Fabri-Kal's cup inserts preserve the integrity of the product, such as yogurt parfaits and fruit and cheese plates, and can be easily transported for optimum customer experience."

#### The Right Message

The Courtyard Marriott is committed to using a number of environmentally friendly products - and consumers notice. Our 'green' approach is much more subtle in that we don't market the use of environmentally friendly products, but customers do notice the Greenware® brand when they grab food and beverages to go in venues like our new Bistro."

#### The Right Partnership

"Fabri-Kal has been extremely responsive to our company needs. We've found a great partner who we can count on to meet our needs and timelines, ultimately leading to heightened productivity. While we haven't used Fabri-Kal for custom products, we've found their existing products already fit our business needs and specifications. Their products are fully tested and can be supplied on demand, as needs dictate."

The Bistro at Marriott Courtyard properties is the place for breakfast and dinner, snacks on the run or a cocktail with colleagues. It's also where you'll find 100% plant-based Greenware® products from Fabri-Kal.

