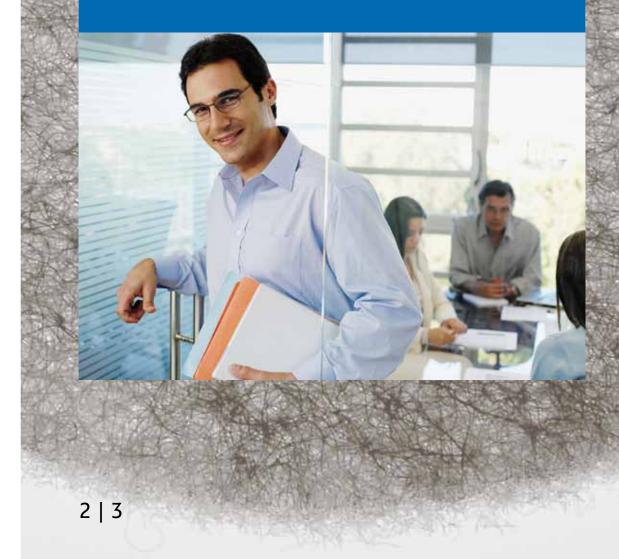
# water + more



We get added value from water. For catering and vending. "Top-quality water – to ensure business success for our customers and partners in catering and vending".



## Taste. Uniformity. Value added.

Uniform water quality with a great taste is a key link in the valueadded chain and essential for economic success in the vending and catering market.

Top water quality brings all taste products depending on water 'onflavour', so guaranteeing maximum sales in a field that is dominated by consumer acceptance. It also optimises the processes involved in steaming and thus ensures the efficient operation of combi steamers and ovens. And another thing: It helps to lengthen the service life of all water-based appliances so they function more smoothly in a professional environment.

But when it comes to water, every local situation is different. The biological, chemical and physical interrelationships to betaken into account here are extremely complex. The filtration of drinking water is a science in itself. It calls for in-depth research and development, outstanding technical expertise and the mastery of sophisticated analytical techniques. In a word: It's pure high-tech.

Thanks to its technological incorporation in BWT AG, the market leader for water optimisation in Europe, represents state-of-the-art filtration technology. The company has set new standards in terms of taste improvement, machine protection and convenience for water optimisation in the catering sector.

### Company. Mission. Customer proximity.

BWT water+more – a name that says it all. Here BWT stands for 'Best Water Technology AG' and is the name of Europe's leading group of companies in the water treatment sector. The result of a management buy-out in 1990, this organisation now employs over 2,300 scientists, developers, engineers and many other specialists. With the help of innovative technology these professionals strive to offer domestic, industrial and public-sector customers maximum safety, hygiene and health in their daily contact with water.

BWT water+more, which was founded in 2005 and is a 100% subsidiary of BWT, specialises in water filtration for the catering and vending sector. A team of practical experts with years of expertise in their field are engaged in optimising water quality. BWT water+more develops and distributes individual products designed to add value, which, thanks to attractive business models for marketing intermediaries, then find their niche on the market. A first-class network of dealers, operators and manufacturers of coffee and vending machines, combi steamers and ovens, is available to act as sales and service partners throughout Europe.

#### **BWT** water+more

- A focus on catering and vending
- Top technological solutions to optimise water for manufacturing consumer products in the catering sector
- Certified according to ISO 9001:2000
- Individual 'ready-to-use packages' for operators and manufacturing partners
- Europe-wide distribution and service directly on the spot for customers
- Perfect technological incorporation in the international BWT Group







"A high-tech international organisation plus a local team of specialists – a combination ensuring greater customer benefit".



**BWT – The Water Company** 



"The decisive factor is proximity to the point of use – this is where theory and practice come together".



## Branch experience. Technological leadership. Partnership.

Both the classical catering sector and restaurant chains owe a large part of their revenue to the sale of hot drinks. Tea, cocoa, coffee, espresso, cappuccino and other beverages are sales generators offering a sound basis for business. From the coffee shop to the gourmet restaurant – every caterer who hopes to survive in the face of the merciless verdict of his customers, is highly sensitised to his ability to provide a taste product of optimum, uniform quality. Perfectly filtered water that tastes good is fundamental to survival. For the operators of hot drinks and vending machines filtering water is not merely a matter of taste, but to a strong degree a question of machine protection, service life, user comfort and the associated aspects of efficiency. The same applies to the booming market of hot-air steamers and ovens, where optimum water and steam properties stand for top cooking results.

When these issues are involved, BWT water+more is the No. 1 company you should contact. Its knowledge of both the market and technology as well as its customer proximity mean that users can count on a high level of understanding, support and service being close to hand. Continuous R&D delivers products that stand out through top quality, functionality, convenience and an excellent price-performance ratio. The result: an impressive number of filter systems installed throughout Europe in the shortest possible time. And as it is only success that counts, BWT water+more is constantly busy developing intelligent, lucrative sales and business models for the trading sector and automated ma-

chine industry so as to strengthen its partners in the market even further.

#### BWT water+more

- Europe's Nr. 1 company for optimum and reproducible high water quality in the catering sector
- Continuous product development to ensure the highest standards in terms of quality, functionality, convenience and cost-benefit at the point of use
- Extensive support and service available
- Sophisticated, lucrative sales and business models for partners in the trading sector, machine and automated equipment industry





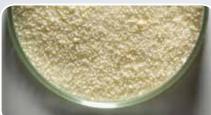


### **Research. Development. Innovation.**

BWT water+more is fully incorporated in the BWT organisation at a technological level. The four decentralised R&D centres operated by BWT AG in Europe form the technological foundation for BWT water+more. There over 100 employees engaged in research and development have a single purpose in mind: water and its accompanying substances. The water experts at BWT have a unique understanding of how to develop technically perfect yet economical solutions to endow water with the properties required and requested by consumers at the point of use. The knowledge how to design a filtration process for practical usage and what filter media are most suitable here are the basis for developing customised solutions for virtually every problem involving water. Many well-known producers of mineral water rely for example on BWT's filter systems as an integral part of their production process to ensure the uniformly high quality of their products demanded by the consumers of today.

The wide range of customer requirements facing BWT is more or less inexhaustible. It does not matter whether a special pollutant is to be removed from wastewater produced during electroplating, ultrapure water is needed in the semiconductor industry or germfree water for infusions in the health care sector, or – as was recently the case – there is a problem with uranium in drinking water, BWT either already has a solution to hand or can quickly come up with one tailored to the requirements.



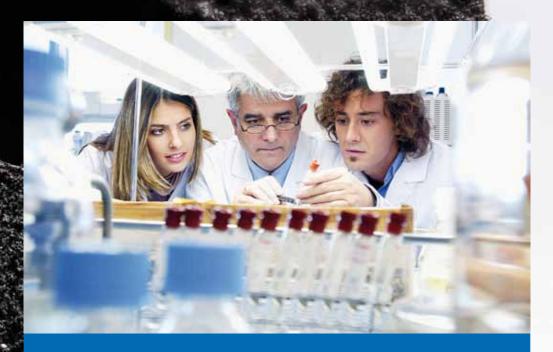




And BWT AG is not only characterised by its technological leadership in the water sector. As a large concern it also has the necessary financial strength to deliver a constant stream of innovative products for individual applications in numerous market segments designed to offer maximum customer benefit. Including for the catering and vending sector. This branch can therefore rely on products from BWT water+more and accepts them with enthusiasm.

### BWT water+more

- Four R&D centres in Europe
- Teams of specialists with process expertise to deal with virtually every problem involving water
- Development of innovative products for many different market segments



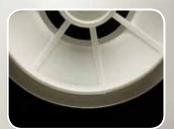
"Investigating and understanding water in its full complexity forms the basis for our innovations".

### Innovation. Convenience. Cost efficiency.

Whether we are talking about water to be drunk pure from dispensers or hot drinks machines in catering and vending, or 'process water' for hot-air steamers and ovens in canteens and kitchens in the home – the natural result of optimising water through filtration is perfect water with a low carbonate hardness but rich in valuable minerals, particle-free, odourless and without any taste of chlorine. At any rate from BWT water+more. This is however where professional filtration starts. And the 'more' in our company name is not just an empty word, but something that says it all: 'more' innovation, user friendliness, investment security and cost savings for customers are the declared objectives for product development at BWT water+more.

A wide product range, consisting of filter cartridges for use in coffee machine tanks or for mains water connection, can cover all conceivable requirements at the point of use. Our clear product concept shows the direct route to optimum water results: from standard filters, which account for a high percentage in practical application, through special deionisation filters, corrosion protection, 'off-flavour' and pollutant problems and many other specifications, to premium filtering for gourmetquality water. This last application is the latest innovation from BWT water+more. This product, which goes by the name of bestmax PREMIUM, can be relied on to deliver perfect water quality. With its new AromaPLUS formula this filter not only provides ideal water for hot and cold drinks, but will also win over every 'water waiter' when drunk pure.

There are additionally a series of practical benefits shared by all products from BWT water+more. For example, all filter cartridges are easily installed disposable products featuring 4-stage filtration, with a horizontal or vertical design so they will fit into any corner of a kitchen however confined. The product highlight here: The entire filter cartridge programme is equipped with a standardised filter head (Single-Head-Technology) to ensure fast changes in filter size if needed – brilliantly simple and brilliantly economical. A concept that truly caters for the interests of our customers and consumers at the point of use. It is no accident that water filtration systems from BWT water+more can already be found in such high numbers throughout Europe, installed in catering outlets and vending machines by leading manufacturers.







"BWT water+more means greater innovation, greater user-friendliness and greater investment security".



#### **BWT** water+more

- Perfect water optimisation for all water capacities and situations
- PREMIUM class filtration with the mineral-based AromaPLUS formula to cater for the highest demands on enjoyment
- Uniform, reproducible taste and cooking results
- Optimum machine protection and a long service life
- Extremely user-friendly handling thanks to single-use system
- Space-saving due to horizontal or vertical installation option
- "Single-Head-Technology" for flexibility and reduction in cost

### 💵 water + more





#### BWT - the leading international water technology group

The BWT Group is present all over Europe with subsidiaries and affiliated companies. Water and environmentally-friendly technology, as well as international sustainability management with regard to customers, employees, the environment, market partners and the community, reflect the responsible approach at the heart of the company. The essential life-force water, and the increasing demands on safety, hygiene and health in everyday life pose a number of new challenges. Building on the strong European market position, BWT has worked consistently to turn the vision: BWT – the leading international water technology group!

BWT – The Water Company

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