

Cost Breakdown: 16.9 oz Bottled Water (Per Bottle) **For Resorts and Golf Courses**

Base Price (From Pallet Purchase)

Price Tier	Cost	Bottle Count	Cost per Bottle	Average
Low End	\$394.99	1,920 bottles	~\$0.21	\$0.285 per bottle
High End	\$724.99	2,016 bottles	~\$0.36	

Estimated Add-On Costs (Per Bottle)

Costs may vary by region, vendor, or storage requirements.

Category	Description	Estimated Cost
Delivery	Freight or LTL shipping (\$50–\$150/pallet)	~\$0.03–\$0.08
Storage/Inventory	Short-term warehousing (\$20–\$50/pallet)	~\$0.01–\$0.03
Misc. Overhead	Labor, insurance, shrinkage	~\$0.01–\$0.02

Final Landed Cost (Product + Delivery + Storage + Overhead)

Estimate Type	Total Cost per Bottle
Low Estimate	$\$0.21 + \$0.03 + \$0.01 + \$0.01 = \sim\$0.26$
High Estimate	$\$0.36 + \$0.08 + \$0.03 + \$0.02 = \sim\$0.49$

Delivered & stored cost range: ~\$0.26 – \$0.49 per bottle

Estimated Plastic Bottle Disposal Costs (Per Bottle)

Disposal Scenario	Estimated Cost
Landfill (not recycled)	\$0.02 – \$0.04
Bottle deposit (unclaimed CRV)	\$0.05 – \$0.10

All-In Cost (Including Disposal)

Scenario	Total Estimated Cost per Bottle
Low end (recycled)	$\$0.26 + \$0.01 = \sim\$0.27$
High end (non-recycled, deposit state)	$\$0.49 + \$0.10 = \sim\$0.59$

Final All-In Cost Range (Per 16.9 oz Bottle):

~\$0.27 – \$0.59, including product, delivery, storage, and disposal

Average cost per bottle: \$0.43
(excluding on-course distribution, ice, and coolers)

Additional Summer Distribution Costs (Ice & Coolers Per Bottle) (Assuming typical Southern U.S. golf course use case)

Variables:

Course Traffic	Number of Players	Bottles Needed
Moderate	100 players	200 – 300 bottles
Busy	150 players	300 – 450 bottles
Peak/Tournament	200+ players	400 – 600+ bottles

- Bottles per player (hot weather): ~2–3 bottles
- Additional use: caddies, maintenance staff, guests

1. Ice Cost

In-house ice machines are the standard for most well-run golf courses
Bagged ice is common at smaller or seasonal facilities or as a backup.
We're treating the cost of 20 lbs. of ice from an in-house machine - including maintenance and electricity - as equivalent to the price of 20 lbs. of bagged ice.

20 lbs. of Ice \$2:00 – \$5.00

20 lbs. of ice chills an average of 60 bottles

Estimated cost per bottle: \$0.03 – \$0.08

2. Coolers & Equipment Maintenance

Commercial-grade coolers: \$100 each (one-time, amortized season)

Assume 6–10 coolers per 18-hole course

Amortized cost per season per bottle: \$0.24

3. Labor (Setup, Stocking, Replenishing Ice & Bottles)

Staff time to:

Load and stock coolers

Transport ice and water to locations (cart time)

Refill mid-day in hot weather

Estimated labor per bottle: ~\$0.05 – \$0.10

4. Waste Management (Bottle cleanup, Natural drainage)

Extra trash handling, cooler maintenance

Estimated cost per bottle: ~\$0.01 – \$0.03

Total Additional Cost (Per Bottle for On-Course Cooler Distribution):

Cost Type	Range (per bottle)	Assumption (per bottle)
Ice	\$0.03 – \$0.08	\$0.05
Cooler Equipment	\$0.005 – \$0.01	\$0.024
Labor	\$0.05 – \$0.10	\$0.07
Waste Handling	\$0.01 – \$0.03	\$0.02
Total Added Cost	~\$0.10 – \$0.22	\$0.16 (per bottle)

 **Average cost per bottle: \$0.43**

**On-course distribution
(with ice, and coolers) \$0.16**

All-In Total: \$0.59 per bottle

Conclusion:

- **Switching to a SUN-PAK-powered refill station -can save a course: \$2,000 – \$5,000 per month**
- **Eliminate 3,000 to 10,000 single-use plastic bottles/month**
- **Reduce staff labor and logistical headaches**
- **Promote eco-friendly, modern hydration for players**