



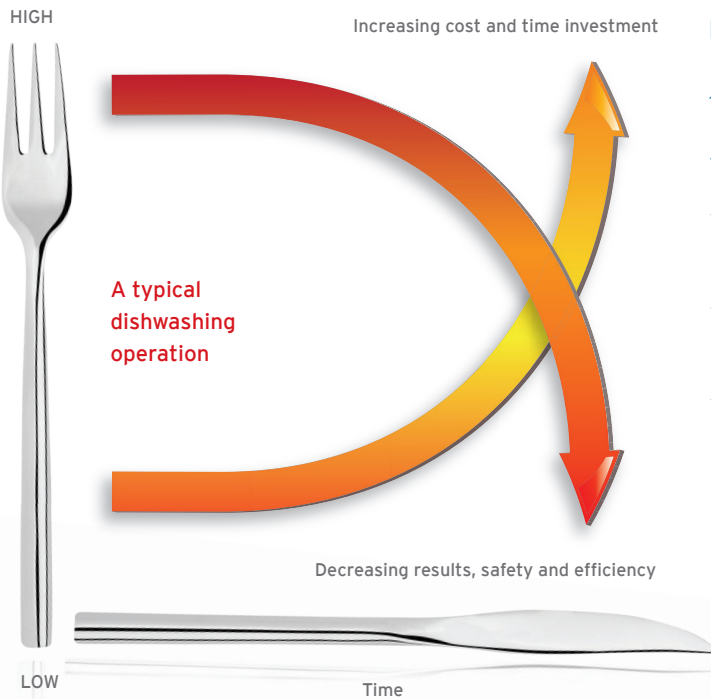
Solid Warewashing

Sparkling Results - Efficient and Safe Operation

Customers ranked hygiene more important than choice of food, value for money and quality of service*

Downtime due to equipment failure or inefficiencies can be paralysing and costly

Hygienically clean and sparkling dishes are a must for every successful warewashing operation.



Key challenges:

- ▲ Achieving consistent first pass results
- ▲ The increasing cost of water, energy and waste
- ▲ Downtime due to machine issues and unexpected repair cost
- ▲ Maintaining efficient workflows, especially at peak times
- ▲ Creating a safe working environment



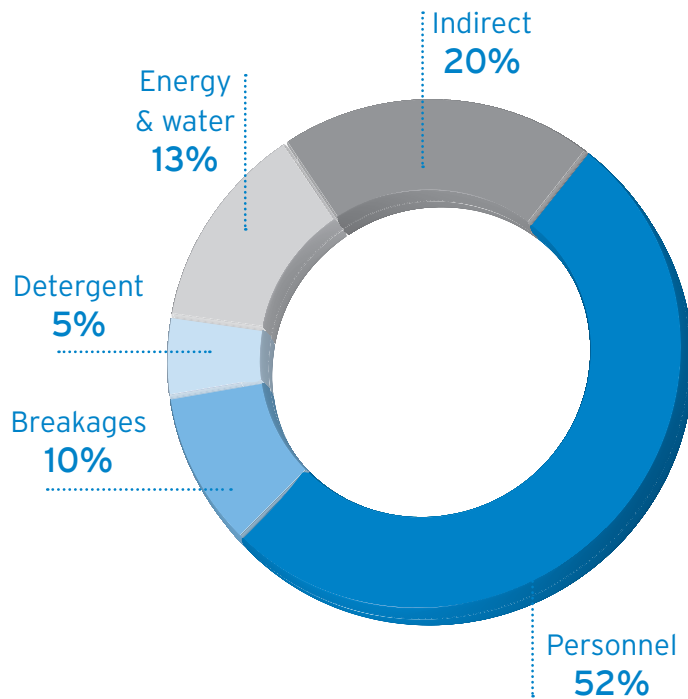
of people say **dirty tableware** would have a **negative** impact on their dining experience*

Do you really have the time to fix problems with equipment or continuously check cleaning procedures are being followed correctly?

* Peach Brand Track, Demograph ix/Toluna Nov 2011

Without the right level of attention, the warewashing operation can quickly deliver poor results and incur additional cost

Average cost allocation of a warewashing process:



The most common reasons for rewash and increased costs:

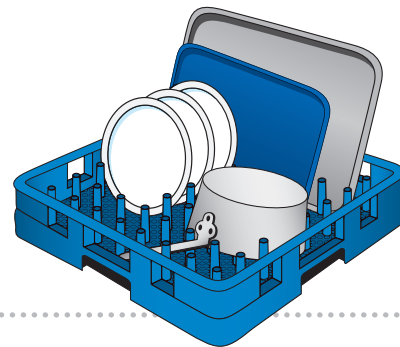
- ▲ Poor pre-scrapping, rinsing and racking
- ▲ Unsolved machine issues such as blocked or missing jets
- ▲ No detergent or rinse aid

Did you know...

...detergent only counts for **5%** of the total cost of warewashing



...a half filled or badly filled rack can **DOUBLE** the total cost of warewashing



DISHMACHINES CONSUME UP TO **30%**
OF ALL WATER USED IN RESTAURANTS



Ecolab helps you deliver consistently sparkling and worry free results

Lowering the total cost of warewashing cost and maintaining high quality results depend on **5 factors**:

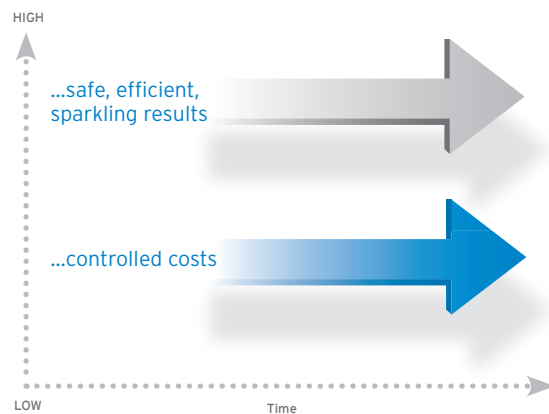
- ▲ Procedures
- ▲ Chemicals
- ▲ Time
- ▲ Temperature
- ▲ Mechanical action

In many cases **detergent suppliers** only control the chemicals, but **impacting on all 5 factors** will **improve** your efficiency.

Ecolab's total impact approach

Ecolab deliver on all 5 factors. Our fully-trained Territory Managers work directly with your teams to efficiently deliver results and control costs.

Ecolab delivers consistently...



**RIGHT
Products**



**RIGHT
Dispensing**



**RIGHT
Procedures**



**RIGHT
Results**



BECAUSE YOUR
TIME MATTERS,
ECOLAB
HELPS YOU
CONCENTRATE
ON **WHAT YOU**
DO BEST



In Europe every day more than 50,000 warewashing operations rely on Ecolab's Solid Technology because ...

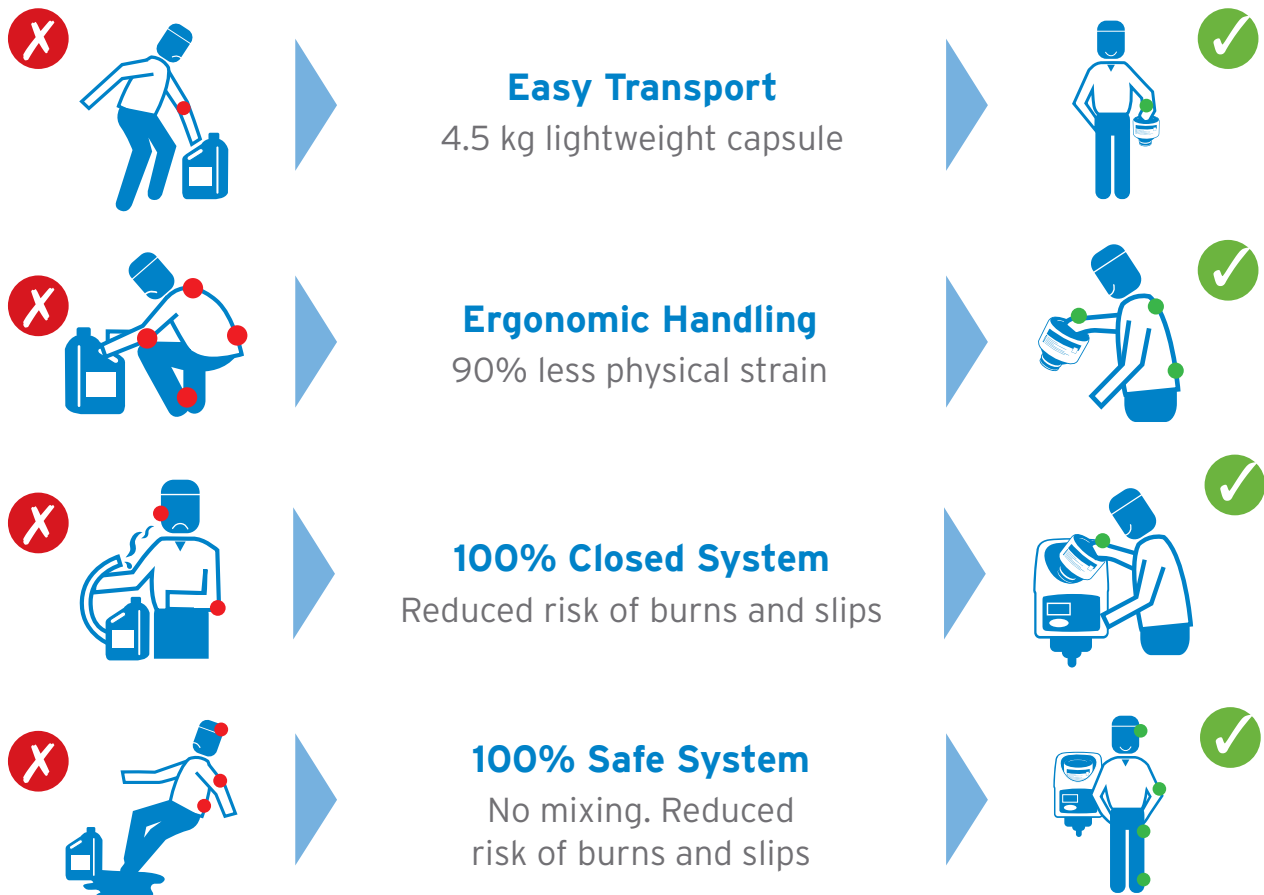
... Performance Matters

- Complete range of high performing products for all water conditions
- Metal-safe products
- One 4.5 kg solid capsule replaces up to 15 L of traditional detergent
- 100% emptying of capsule
- Low storage need



*Based on extensive tests carried out using Solid Power XL in soft water, against an Ecolab soft water liquid product

... Safety Matters



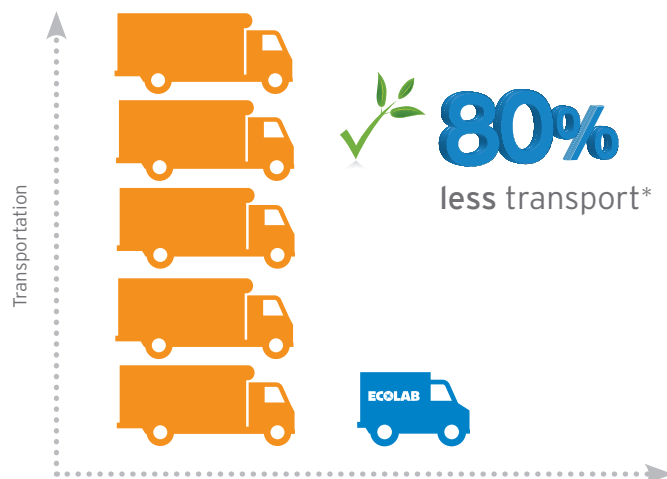
DID YOU KNOW...

...that handling solid capsules reduces body strain by up to **90%?***

* Results of a comparative study "Liquid vs. Solid Products", commissioned between Ecolab and the Institute for Work Safety (IFA/ St. Augustin, Germany)

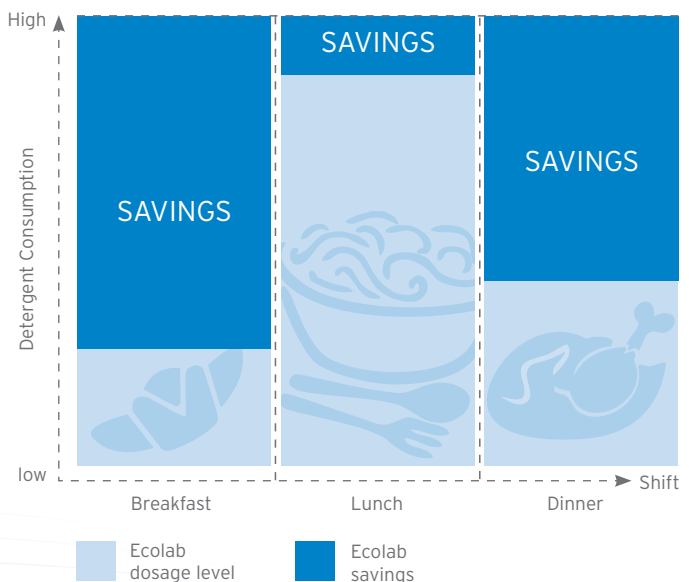
... Sustainability Matters

Comply with your customers' demands for practices that have a more positive environmental impact:



✓ **100%** First pass wash results

A programmable setting that saves chemical by reducing the dosage when it's not needed



Solid Clean S, M and H

100%

Eco-labelled

A complete range of Nordic Swan labelled products that are free from NTA, EDTA, phosphate and chlorine

* Based on extensive tests carried out using Solid Power XL in soft water

...Regular Service and Training Matters

During regular service calls, Ecolab Territory Managers work alongside your teams to ensure they always:

- ▲ Safely follow the right procedures
- ▲ Use the right products
- ▲ Achieve the right results



Everyday more than **250 million** pieces of silverware, glasses, cups, bowls and plates are hygienically cleaned with **Ecolab products and systems** worldwide.

- ▲ Service calls are recorded on the Ecolab tablet PC
- ▲ Checks and observations made at critical control points
- ▲ On-site training to solve problems
- ▲ Reports summarised and presented to show observations and actions taken

"We have been using Ecolab for 6 months and my Territory Manager has helped us achieve a marked improvement in cleanliness across all departments"

Purchasing Manager, Southcrest Manor Hotel, UK



Ecolab is a leader in the development of products and services that help preserve the world's resources whilst still making your processes more efficient. We pursue an approach that reduces the overall impact of our products - from production through application to disposal.

In line with our **Total Impact Approach** we make sure that our solutions and programs help:



CLEAN
SAFELY



SAVE
ENERGY



CONSERVE
WATER



REDUCE
WASTE

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