



Clean  
with confidence.

Driving your business forward with innovative solutions and personalized support.

**ECOLAB<sup>®</sup>**  
Everywhere It Matters.™



# A partner you can count on.

Your customers count on you to deliver a higher level of clean. You can count on Ecolab as your dedicated partner, helping to keep your staff safe and your customers satisfied.



## 1 Personal support

Our experts understand your needs and help you deliver, with personal service 24/7/365.

## 2 Comprehensive training

We partner with you to customize a training program targeting your specific needs, making it safe and easy to get the job done right.

## 3 Consistent results

Our industry-leading service and support helps you deliver a consistent clean, for consistent satisfaction.

## 4 Optimal efficiency

We work with you to build a program targeting the specific needs of the buildings you clean, helping you ensure efficient and effective operations.

# Solving your toughest challenges.

You work hard to keep your customers' facilities clean and safe.

From floor care to janitorial services to kitchen specialty, we provide full-service solutions to help you deliver a higher standard of clean.



## Retaining employees

**85%** of building service managers ranked recruiting/retaining employees as a key challenge.<sup>1</sup>

### Hands-on training

- Ongoing training ensures you and your staff succeed.

### Simple solutions

- Our QC™ Everywhere program simplifies training and inventory management.



## Ensuring safety

**4 out of 5** BSCs cited "health, safety and security" as an important criteria for their end customers.<sup>1</sup>

### PPE-free solutions

- Hard surface cleaning products that do not require the use of PPE when diluted.

### Safe and easy dispensing

- Closed-loop packaging and dispensing systems improve worker safety by minimizing the risk of employee contact with concentrated formulas.



## Driving satisfaction

**90%** of BSCs cited "improving facility image" as an important criteria for their end customers.<sup>1</sup>

### Differentiating your business

- From floor care to surface cleaning to odor control, Ecolab's restroom cleaning program can help turn your top customer challenge into a differentiator for your business.

### Effective solutions

- Our all-in-one Bio-Enzymatic Odor Eliminator helps eliminate odor at the source.



## Enabling stewardship

**50%** of BSCs cited "sustainable/green initiatives" as an important criteria for their end customers.<sup>1</sup>

### Hand hygiene

- Our Nexa™ Hand Hygiene System reduces product waste by up to 90%.<sup>2</sup>

### Concentrated products

- Our ultra-concentrated QC™ products deliver effective cleaning with reduced packaging waste.

<sup>1</sup>CMM 2016 BSC/Contract Cleaning Survey.

<sup>2</sup>Packaging waste calculation based on a 1:10 dilution ratio for Nexa Concentrates compared to standard 750mL packaging.





# Satisfying your toughest customers.

BSC SUCCESS STORIES



## Polishing an airline's reputation

- A new Ecolab program included proper training and fewer products, reducing cleaning and disinfecting time for New York City airport restrooms from 40 minutes to **20 minutes**.



## Facilitating fast flips

- In only a week after their current supplier quit, Ecolab responded with site visits, product and dispenser installation and hands-on training rolled out to **86 retail stores**.



## Stopping floor care problems

- On-site service and troubleshooting helped develop modified application procedures, reinforced with hands-on training, to **solve a difficult challenge with floor finish adhesion** in a grocery freezer aisle.



## Spotlighting workplace safety

- Following an employee injury, Ecolab helped **improve both employee safety and regulatory compliance** with additional safety-focused, on-site training, communication stations and leave-behind materials.



# Clean to a higher standard.

Our full-service solutions make it quick and easy to clean any space, any surface, top to bottom. So you can deliver results that keep your teams happy and your customers satisfied.



## Optimize labor **73%<sup>1</sup>**

Increase productivity up to **73%<sup>1</sup>**. Ergonomic design maximizes comfort and improves efficiency.

Phazer™ Mobile Floor Care System	Mop and Bucket
<b>9.5 minutes</b> per coat (1,000 ft <sup>2</sup> )	<b>36 minutes</b> per coat (1,000 ft <sup>2</sup> )

## Simplify the process

Clean and disinfect multiple surfaces, including windows and glass, counter tops, glazed porcelain, metal fixtures, walls and more. **One product** makes cleaning quick, easy and PPE-free.<sup>2</sup>



## Peroxide Multi-Surface Cleaner and Disinfectant

Clean and disinfect in just **3 minutes<sup>3</sup>**

EPA Reg. No. 1677-238

## Clean with ease

The Cleaning Caddy and QC™ products work together to deliver touch-free cleaning in half the time.

## Cleaning Caddy (QC™)

Get **54%** cleaner than traditional restrooms cleaning methods<sup>4</sup>



<sup>1</sup>Minimizes time and labor costs, per ISSA standard times.  
<sup>2</sup>Once diluted according to usage instructions.  
<sup>3</sup>For dispensed disinfectant at a dilution rate of 6 fluid ounces per gallon. Effective against organisms listed on label.  
<sup>4</sup>Results based on over 1,000 swab samples collected and analyzed by Ecolab.

# Delivering innovative solutions for any space.



## FLOOR CARE

Comprehensive, proven floor care programs, including customized solutions and staff training.



## DILUTION CONTROL

Cleaners, disinfectants and dispensing systems to help maximize your productivity and ensure the best results at the lowest total cost.



## CARPET CARE

Solutions, service and on-site training to help you maintain the look of your customers' flooring investment.



## HAND HYGIENE

Pleasant-to-use formulas with innovative packaging and dispensing solutions that can help reduce waste.



## STONE CARE

Solutions to bring out the natural beauty of stone and ceramic tile surfaces while differentiating your offerings.



## SAFETY SOLUTIONS

Equipment, tools and training to help ensure your team's safety and regulatory compliance.



## We help you protect what matters most.

**Your people. Your reputation. Your bottom line.**

Partner with Ecolab to create cleaner, safer spaces that drive your business for better competitive advantage. We'll deliver the tools, training and on-site support you need to satisfy your toughest customers.

Contact your Ecolab Sales Representative to learn more:

**1.800.35.CLEAN** [ecolab.com](http://ecolab.com)