



# Welcome to Clean.

2+1 HOUSEKEEPING PROGRAM

**ECOLAB**

guestsupply

# Housekeeping IMPACTS Your:

## TOP-LINE

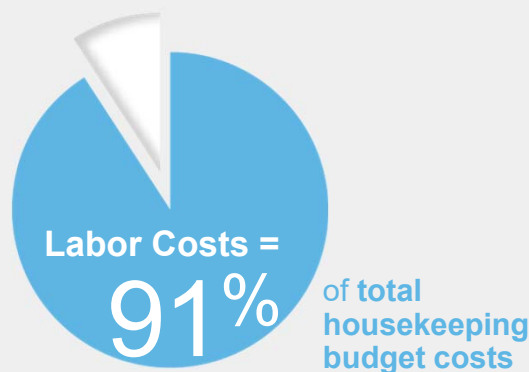
### Guest Satisfaction

#### Top 10 Attributes of Guest Satisfaction<sup>1</sup>

1. Overall cleanliness of room
2. Cleanliness of bathroom
3. Feeling of safety
4. Room ready at check-in
5. Things work and are fixed properly
6. Room type matches request
7. Smell of room upon entry
8. Quiet room
9. Well trained staff
10. Helpful, courteous and efficient check-in

## BOTTOM-LINE

### Labor Costs



#### Your Challenges:

- Controlling Costs & Minimizing Bottom Line Impacts
- Maintaining Trained, Productive & Satisfied Employees

## TOTAL OPERATIONAL EFFICIENCY

### Annual Revenue

1 comp'd room avoided per week<sup>2</sup>

\$3,650

1 room reclean avoided per day<sup>2</sup>

\$5,720

1pp guest score improvement<sup>3</sup>

\$22,000

**TOTAL Potential Annual Impact**

**\$31,370**

# CLEAN MATTERS

<sup>1</sup>American Hotel & Lodging Association

<sup>2</sup>Ecolab estimates are based on lodging industry data in economy class. Potential Yearly savings with Ecolab in a 150-room hotel and average \$55 room rate

<sup>3</sup>Hotel Branding Strategy: Its Relationship to Guest Satisfaction and Room Revenue, Journal of Hospitality & Tourism Research, Vol. 28, No. 2

# A COMPLETE HOUSEKEEPING PROGRAM:

The Simple, Safe and Smart Way to Clean



Product  
& Tools



Training



Procedures



Videos

# IT'S AS EASY AS 2+1

One Simplified Program  
Cutting-Edge Solutions  
Superior Results



## Our 2+1 Recommendation for Daily Cleaning



### PRIVATE ROOMS

2: Clean & Disinfect + 1: Freshen	
Scrub Free Bathroom Cleaning & Disinfecting System	Room Refreshers
Peroxide Multi-Surface Cleaner & Disinfectant	



### PUBLIC SPACES

2: Clean & Disinfect + 1: Freshen	
Neutral Floor Cleaner -or- No/Low	Large Space Air Freshener -or- First Impression Odor Device
Peroxide Multi-Surface Cleaner & Disinfectant	

# 2 Clean & Disinfect Daily + 1 Freshen



## ALL PURPOSE

Vanities      Mirrors  
Bathroom Floors      Toilets/Urinals

### High Touch Points:

Door Knobs, Light Switches, Remote Controls

GS # 0032366



## BATHROOM CLEANER

Showers & Tubs

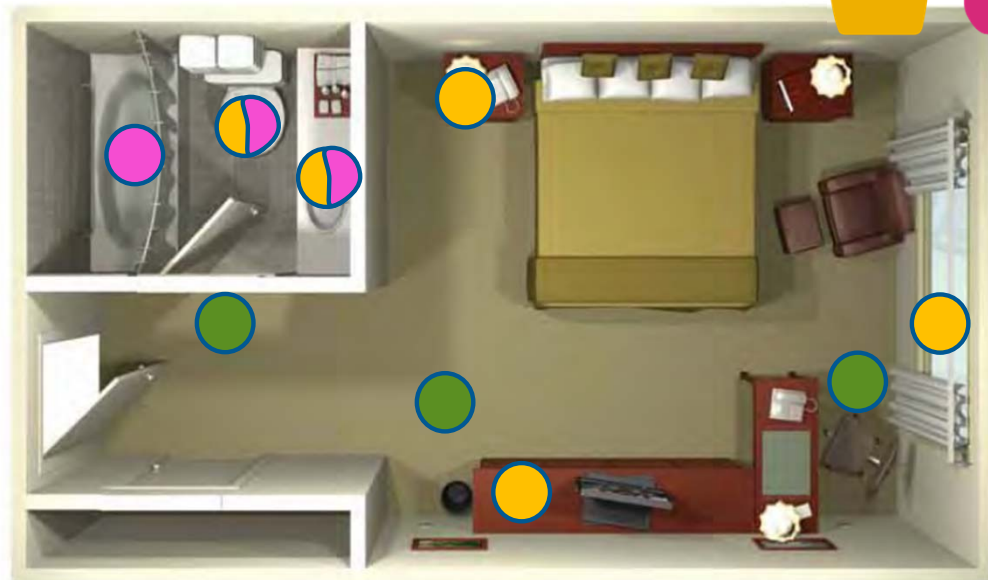
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## ODOR CONTROL

Lobbies      Restrooms  
Public Spaces      In-Room Air  
Rooms      Handling Units

GS # 43780



## + Problem-Solving Specialty Products for Unique Challenges

- Mold & Mildew
- Marble/Stone Safe
- Body & Pet Odors
- Food Odors
- C-Diff Claims
- Tough Build-up/Stains
- Smoke & Marijuana
- Garbage Odors



INNOVATION:

## Peroxide Multi-Surface Cleaner & Disinfectant



EPA Reg.  
No. 1677-238

**Fresh, clean** fragrance

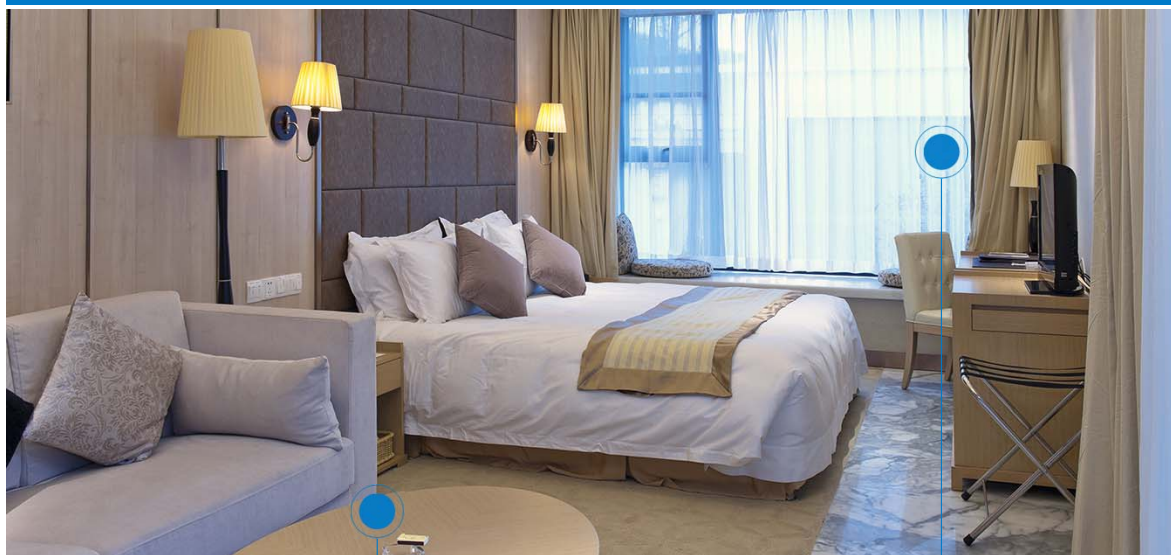
Multi-use product

**98% less packaging waste** compared to RTU products

**No PPE required** when diluted according to label

EPA-registered, with claims against **Norovirus** and **Influenza**

### 3-in-1 Product **Simplifies** the Cleaning Process



Disinfection in as fast as **3 minutes**

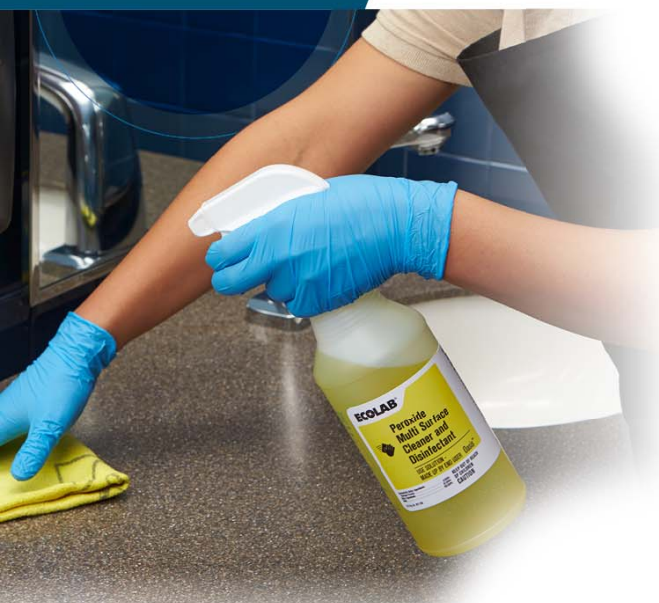
- 3 min (6 oz): **fastest kill time** in industry for dispensed disinfectants
- 5 min (4 oz)

**45 second** Norovirus kill time

Hard surface and **streak-free** glass cleaner to **simplify cleaning** for employees

## DRIVING RESULTS:

## Better Performance & Cost Effective



Peroxide Multi-Surface  
Cleaner and Disinfectant

	Peroxide Multi-Surface Cleaner and Disinfectant	Competitive Product
Disinfect Kill Time	<b>5 and 3 minutes</b>	10 minutes
Norovirus Kill Time	<b>45 seconds</b>	10 minutes
Wide Kill Claim	<b>Yes</b>	No
Peroxide Base	<b>Yes</b>	No
Streak-Free Clean on Glass	<b>Yes</b>	No
Disinfecting Dilution Rate	<b>4 and 6 fl oz/gal</b>	8.5 fl oz/gal

Achieving  
**CLEAN**  
EFFICIENTLY



PROFITABILITY



COSTS



PRODUCTIVITY

INNOVATION:

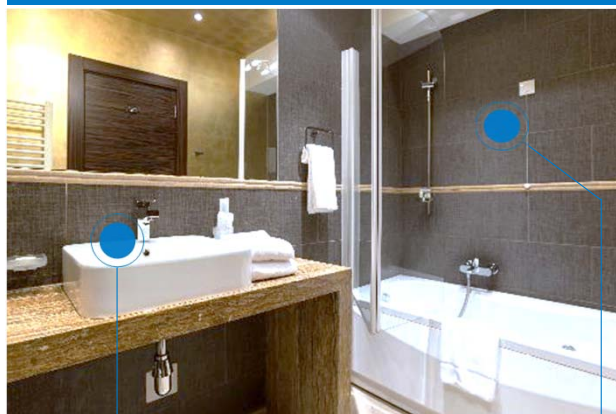
## Scrub Free Bathroom Cleaning & Disinfecting System



\* 2 EPA-registration #1677-256. 5-minute kill time when diluted at 4-6 oz/gallon  
\*\* At use dilution

**ECOLAB®** guestsupply

### High Performance Daily Bathroom Cleaner



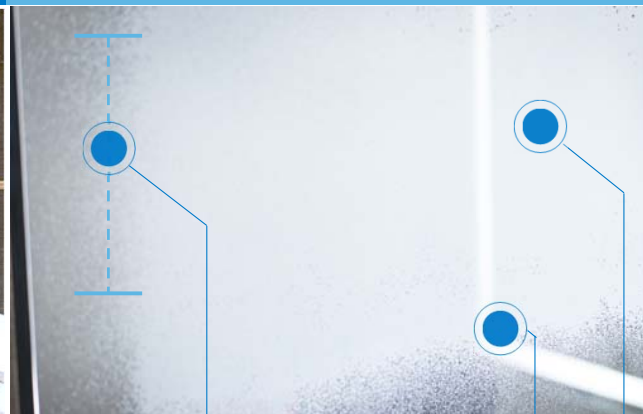
Delivers 5-minute **hospital-grade disinfection\***

- Effective against Norovirus, mold, mildew & fungi
- 1-minute kill time for non-food contact sanitizing.

Leaves surfaces **clean & shiny** with an appealing scent

**Streak-free** performance on hard surfaces, glass & chrome

### Ergonomically Designed Foamer



**Full-coverage foam** gets product where it needs to be

**No scrubbing needed**  
reduced risk of injury

Formula **requires no PPE\*\***



## DRIVING RESULTS:

# Proven Ergonomic & Operational Benefits



### Scrub Free Bathroom Cleaning & Disinfecting System

Injury/illness rate among hotel employees nearly **50% higher** than that of all other service sector workers.<sup>1</sup>

<sup>1</sup> U.S. Bureau of Labor Statistics; 2009

<sup>2</sup> Biometric Performance Testing, United States Ergonomics, Sponsored by Ecolab 2017. Using Scrub Free Foamer and Ecolab Housekeeping Tools.

Improve end-user safety  
and ease of use.



REDUCES  
total muscle effort  
up to **28%**<sup>2</sup>



REDUCES  
cardio workload  
up to **26%**<sup>2</sup>

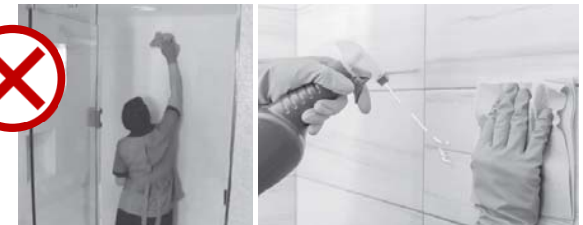


TIME SAVINGS  
up to **2 MINUTES**  
per bathroom<sup>2</sup>

## Achieve clean simply.



Full-coverage foam improves user experience  
and delivers **optimal cleaning results**



No spraying, reaching, spreading or scrubbing  
contributes to simplified procedures and  
**reduced risk of injury**

INNOVATION:

## Room Refreshers

Delight Your Guests. Protect Your Reputation.



IMPROVED  
**odor  
counteractant  
technology**



POWERFUL  
**long-lasting  
formulations**



WIDE VARIETY  
**of scents to  
meet the needs  
of your brand**



VERSATILE  
**product  
delivery  
options**

The welcoming  
power of scent



Garden Sunshine



Clean Escape



Laundry Fresh



Island Wave



Morning Breeze

## DRIVING RESULTS:

# Unpleasant Odors are One of the Top Guest Complaints



### Room Refreshers



## MORE EFFECTIVE

against  
**body odor,**  
**sweat,**  
**tobacco** and  
**ammonia**

than the  
**leading**  
**competitor\***



### Responsible Ingredients:

meet or exceed IFRA (International Fragrance Association) criteria, meet CARB (California Air Resources Board) and meet VOC (Volatile Organic Compounds) thresholds

\* Ecolab Clean Escape Room Refresher vs. Febreze Deep Penetrating Concentrate, after 1.5 hours, study by Robertet, September 2018

# Featured Specialty Products



## for Unique Challenges

### Challenge: Large Spaces



### Solve: Large Space Air Freshening Systems

Programmable, modern device creates a positive first experience in public spaces  
**2,000-18,000 cu ft**  
 GS # 0043407



### Challenge: Smoke Smells



### Solve: ZephAir™

- Up to **40% more effective** in tobacco odor reduction than the leading competitor.\*
- Especially effective against **marijuana**

GS # 0040246



### Challenge: Extreme Odors



### Solve: Bio-Enzymatic Odor Eliminator

- Biodegrades pet, urine and garbage odors with **enzymatic action**
- Safe for use on **hard and soft surfaces**

GS # 0033509





# Featured Specialty Products



## for Unique Challenges

### Challenge: Mold & Mildew



Solve: **Gel Pro™** or **Lemon Lift**

Kill mold and mildew with EPA registered disinfectant and Remove it with powerful mildew stain remover

GS # 060883C GS # 0024774



- ▲ Mold can grow in almost any environment that is warm and moist
- ▲ Appear on hard and soft surfaces
- ▲ Effectively clean vertical tile and tile grout surfaces, no-slip strips, vinyl mats, bathtubs, shower stalls and caulking

# PROFESSIONAL Housekeeping Tools

IMPROVED EFFICIENCY AND RESULTS



**IMPROVE**  
efficiency and user  
experience with the  
quick change feature



Gain **EASIER ACCESS**  
to hard-to-reach places  
with expandable pole and added  
grips to tools that can be used  
without a pole



**MINIMIZE** total tools  
in the cart with tools  
that are interchangeable  
with the same pole



**INCREASE** user safety  
with light weight tools including  
easy-on and off mechanisms  
and ergonomic hand grips

# Efficient Packaging

TRUE USED COST



## Additional Savings

82% Plastic Reduction

86% Lower Emissions

Almost No Product Waste



2 x 2 Liter bags



# UNIQUE PROPERTIES & CHALLENGES

# CONSISTENT RESULTS

Learn how your customized,  
simple 2+1 program can help you:

↑ User Satisfaction | ↑ Results



**PROACTIVE, PROFESSIONAL**  
service to support your business



Welcome  
to **CLEAN**