



Welcome to Clean.

2+1 HOUSEKEEPING PROGRAM

Housekeeping IMPACTS Your:

TOP-LINE

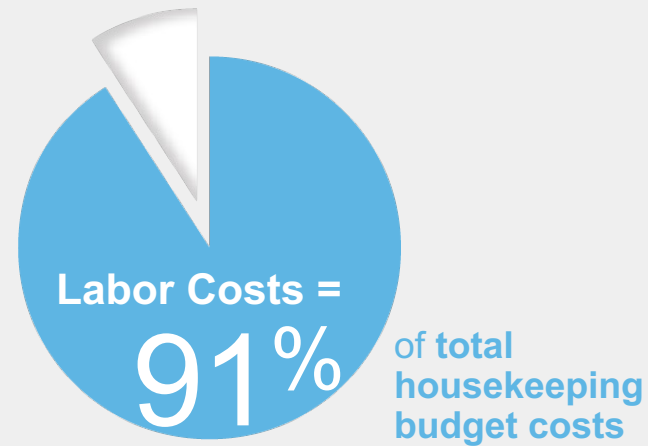
Guest Satisfaction

Top 10 Attributes of Guest Satisfaction¹

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 week² **\$3,650**

1 room reclean avoided per day² **\$5,720**

1pp guest score improvement³ **\$22,000**

TOTAL Potential Annual Impact \$31,370

CLEAN MATTERS

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

2



CLEAN AND DISINFECT
Bathrooms and Multi-Purpose

+

1



FRESHEN
Rooms and Spaces

Our 2+1 Recommendation for Daily Cleaning



PRIVATE ROOMS

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



PUBLIC SPACES

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

2 Clean & Disinfect Daily + 1 Freshen



ALL PURPOSE

Vanities Glass & Mirrors
Bathroom Floors Toilets/Urinals
Upholstered furniture & fabrics

High Touch Points:
Door Knobs, Light Switches, Remote Controls



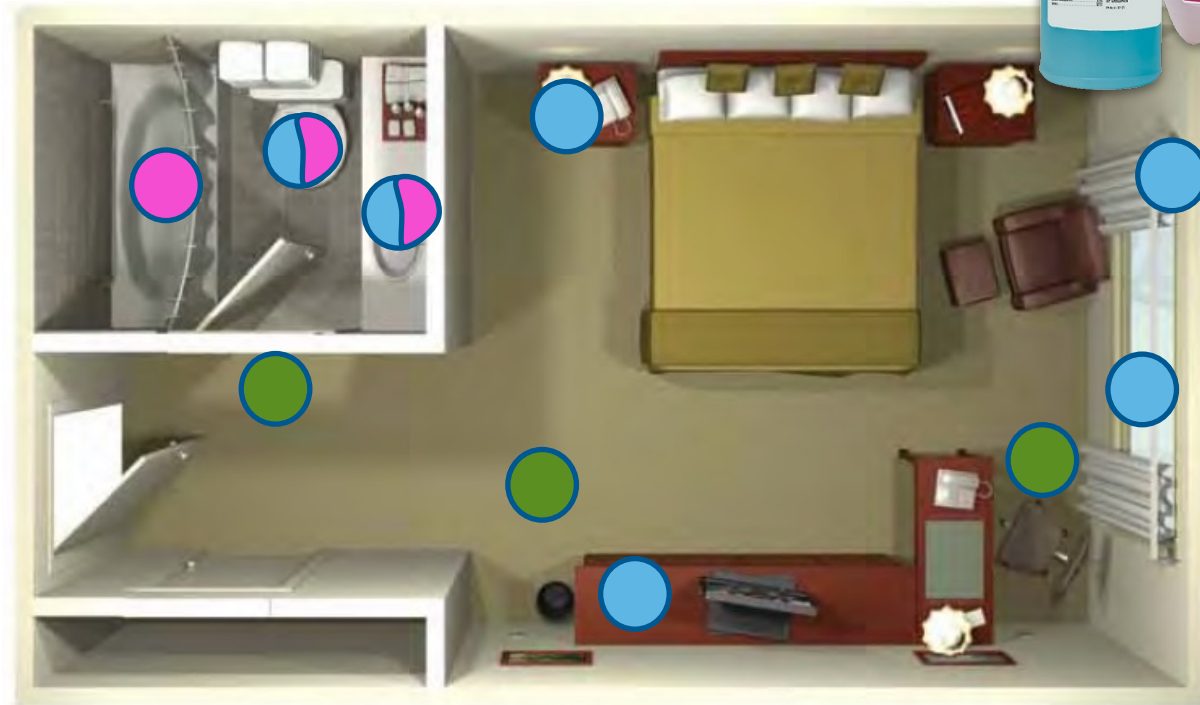
BATHROOM CLEANER

Showers & Tubs



ODOR CONTROL

Lobbies Restrooms
Public Spaces In-Room Air
Rooms Handling Units



+ Problem-Solving Specialty Products for Unique Challenges

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

INNOVATION:

Rapid Multi Surface Disinfectant Cleaner



EPA Reg No.
1677-272

ECOLAB[®]

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 **SARS-CoV-2¹**, **Norovirus** and **Influenza²**

Soft Surface Disinfection & Sanitization on upholstered furniture and fabrics³

4-in-1 Product Simplifies the Cleaning Process



Disinfection in as fast as **3 minutes**

10 second SARS-COV-2 kill time¹

30 second Norovirus kill time²

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

DRIVING RESULTS:

Better Performance & Cost Effective



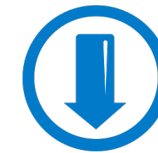
Rapid Multi Surface
Disinfectant Cleaner

	Rapid Multi Surface Disinfectant Cleaner	Competitive Product
Disinfect Kill Time	5 and 3 minutes	10 minutes
SARS-CoV-2 Kill Time	10 seconds	30 seconds
Norovirus Kill Time	30 seconds	10 minutes
Wide Kill Claim	Yes	No
Soft-Surface Disinfection	Yes	No
Streak-Free Clean on Glass	Yes	No
Disinfecting Dilution Rate	4 and 6 fl oz/gal	8.5 fl oz/gal

Achieving
CLEAN
EFFICIENTLY



PROFITABILITY



COSTS



PRODUCTIVITY

INNOVATION:

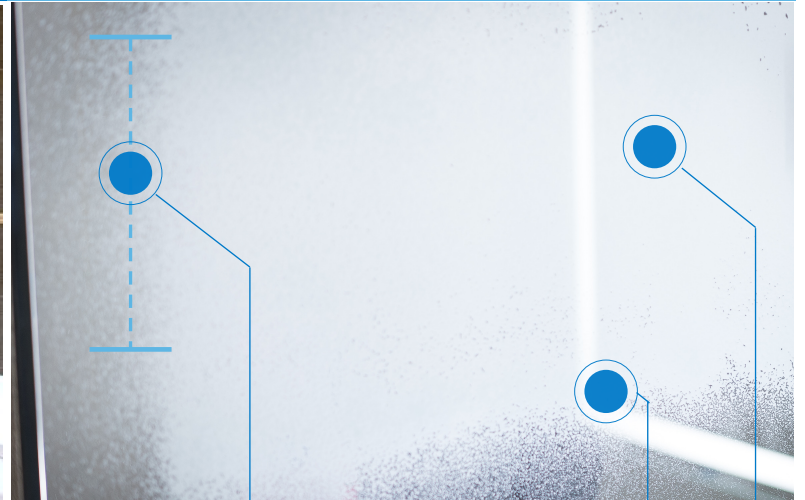
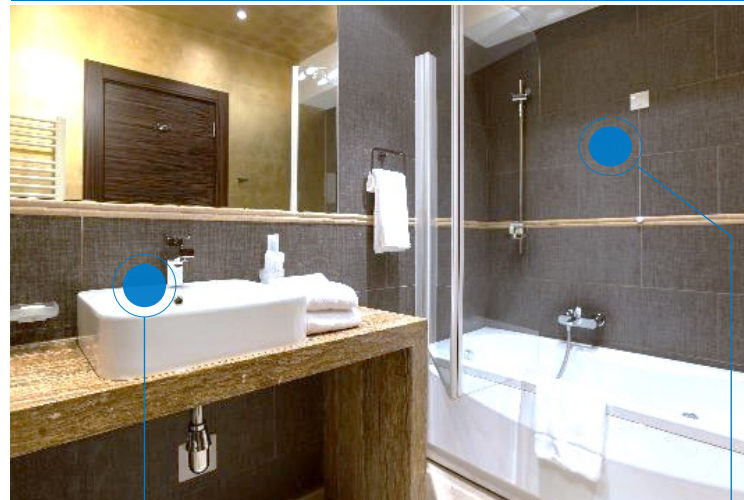
Scrub Free Bathroom Cleaning & Disinfecting System



High Performance Daily Bathroom Cleaner



Ergonomically Designed Foamer



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

Full-coverage foam gets product where it needs to be

No scrubbing needed reduced risk of injury

Formula **requires no PPE****

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

ECOLAB®

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.¹

¹ U.S. Bureau of Labor Statistics; 2009

² 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%**²



REDUCES
cardio workload
up to **26%**²



TIME SAVINGS
up to **2 MINUTES**
per bathroom²

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

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



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

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



Challenge: Smoke Smells



Solve: ZephAir™

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



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**



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



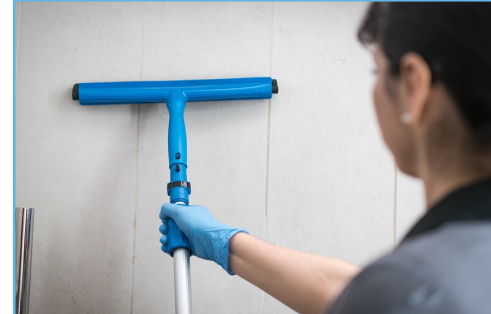
- ▲ Mold can grow in almost any environment that is warm and moist
- ▲ Appear on hard and soft surfaces
- ▲ Effectively clean vertical tile and tile grout surfaces, no-slip strips, vinyl mats, bathtubs, shower stalls and caulking

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

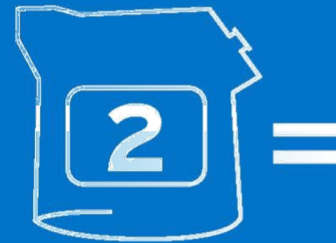


Additional Savings

82% Plastic Reduction

86% Lower Emissions

Almost No Product Waste



2 x 2 Liter bags



PROPER PROCEDURES and HOUSEKEEPER TRAINING are Just as Important as Products

Live Training of Complete Cleaning



- ✓ Onboard new staff
- ✓ Periodic staff refresh

- Evaluate & Prepare
- Apply Products
- Making the Bed
- Finish Cleaning Bathroom

Live Training of Short Modules



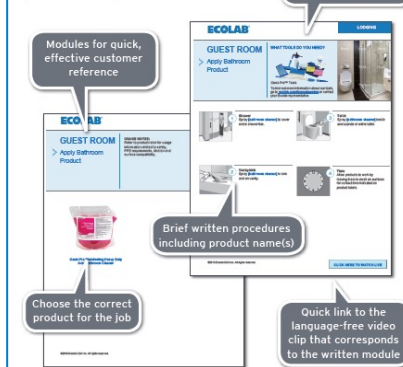
- ✓ When time is limited
- ✓ Experienced staff

- Dust & Finish
- Specialty Mold & Mildew
- Odor Remediation
- Removing Pet Odors

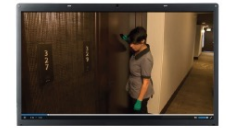
Modular-Based Procedures for Quick Learnings

Modular - Based Procedures For Quick Learning

Written Procedure Modules
(match videos)



Language-Free Videos



Full Length Video



Modular Videos
(match written procedures)

- ✓ Available anytime



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**