



# **Go Beyond Green** **Improve Your Bottom line**

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**ECOLAB<sup>®</sup>**

# Outline

- ▲ Ecolab Overview
- ▲ Ecolab Examples of Sustainability
- ▲ Supporting our Customers Towards Sustainability
- ▲ Summary



# Ecolab Overview

# Ecolab Overview

- ▲ Leading global provider of cleaning, food safety and health protection products and services
- ▲ 26,000 associates
- ▲ Global reach – 160 countries
- ▲ \$6.1 billion sales in 2008
- ▲ World-class R&D; over 3,000 issued and active U.S. and foreign patents



# Ecolab has a Major Impact Reducing the Environmental Footprint of our Customers

## Every day we:

- ▲ Wash over 250 million dishes
- ▲ Wash over 75 million hands
- ▲ Process over 10 million chickens
- ▲ Clean over 14,400 km of dairy pipeline
- ▲ Wash over 700,000 vehicles
- ▲ Clean over 3 million hotel rooms
- ▲ Wash over 39 million kilograms of laundry



# The Ecolab Total Impact Approach to Sustainability

## Four Key Elements



ENERGY

Lowering your energy consumption is just one way we reduce your impact on the environment.



SAFETY

Helping to keep people safe is our business. Ecolab is committed to the safety of your employees and your customers and the environment.



WATER

Our innovative solutions are designed to use less water without compromising effectiveness.



WASTE

Ecolab solutions conserve resources and help keep waste out of landfills from the beginning of the product life cycle to the end.



# Ecolab Examples of Sustainability

# Going Beyond Green

Helping the hospitality industry save energy, conserve water and reduce waste

- ▲ Products that perform!
- ▲ Sustainable programs for every area of your operation.
  - E.G. Kitchen, Housekeeping, Laundry, Spa, Pool, Aircare, Pest
- ▲ Innovative programs and Ecolab service help drive operational savings.
- ▲ Protect the health and safety of employees and customers
- ▲ Ecolab trains your employees in safe application of products.
- ▲ Minimize packaging waste
- ▲ Ecolab's highly concentrated solutions reduce packaging waste by up to 99%.



SAFETY



ENERGY



WATER



WASTE

# Sustainable Product Innovation



SAFETY



ENERGY



WATER



WASTE

## Significant Plastic Reduction in Dish Detergents

1960

1984

2007



20 L container  
1,250 grams

Solid capsule container  
125 grams

Apex wrapper  
7 grams

Also non-caustic, biodegradable chemistry



# Wash 'n Walk



## Problem / Opportunity

- ▲ Reduce water usage and slips/falls in food service operations

## Solution

- ▲ No rinse, enzyme-based technology

## Benefits

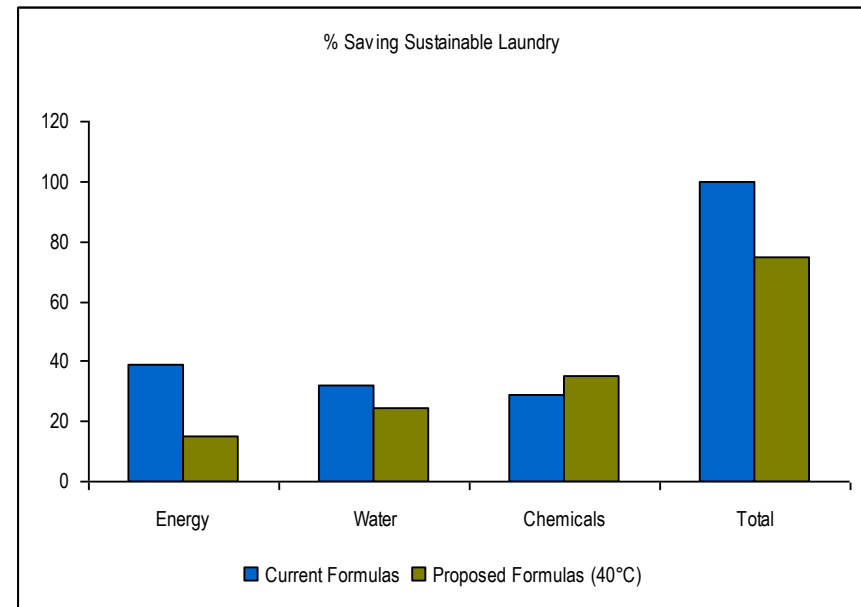
- ▲ Reduces wastewater by 40-80 liters per application
- ▲ For a single facility, that's almost 22,000 liters per year
- ▲ Currently, there are 60,000 customers - 1.5B liters of water saved (NA)
- ▲ Proven to increase friction on slippery floors, helping reduce slips and falls



# Low Temp Laundry Program

## Operational Efficiency your Operation Demands

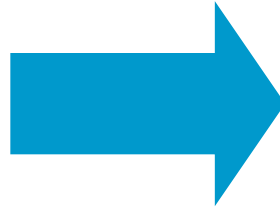
- ▲ Analysis of full laundry process to optimize formulations to ensure the operation is running efficiently
- ▲ Total Cost of Clean Tool to help assess opportunities for energy savings
- ▲ Maintain the high standards expected for linen results



# Oasis Pro: Significant reduction in packaging waste



Significantly reducing waste stream vs. packaging waste from commonly used 10 liter bottle



2X2 L pouches generate only 52 gm. in packaging waste

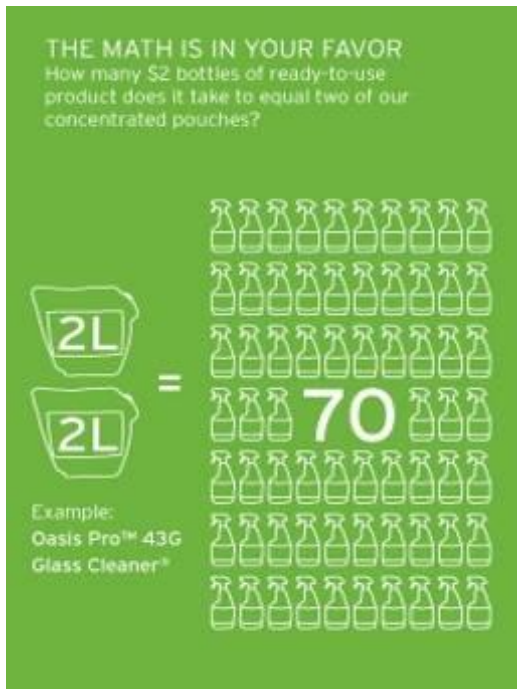
2.5 gallon bottle generates 335 gm. in packaging waste



# Oasis Pro: Significant reduction in packaging waste



Significantly reduces waste stream vs. packaging waste from commonly used Ready-To-Use solutions



2X2 L pouches generate only 52 gm. in packaging waste

70 RTU bottles generate 4,000 gm. in packaging waste for equivalent use solution

**99%**  
Reduction in Packaging Waste  
VS  
Equivalent RTU Packaging

# Pest Elimination



## Ecolab utilizes an Integrated Pest Management (IPM) Program

- ▲ Proactive Approach versus Reactive Approach to Pest Infiltration
- ▲ Approach ensures the maximum results are obtained with the greatest safety and efficiency
- ▲ Chemicals are only applied when needed; utilize proprietary baits to eliminate excessive chemical application



# Sustainable Innovations



Ecolab is committed to continuing leadership in the development of next generation cleaning solutions.

- ▲ Regulatory compliance
- ▲ Lower the use of water and energy
- ▲ Save time and labour
- ▲ Reduce chemicals and waste released to the environment
- ▲ **Products that perform!**





Supporting Our  
Customers Towards  
Sustainability

# Achieving Sustainability Goals Means Optimizing Performance



## The Ecolab Difference 14,000 Service Associates

### ▲ Unmatched Customer Service and Support

- Preventative & Emergency Service
- Education & Training
- Product Support
- Provide expertise to support local and corporate certification or standardization



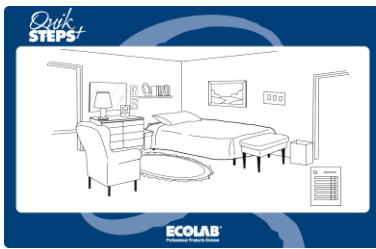
# Training Face to Face and On-Line

## ▲ Focusing on the fundamentals with the S.T.E.P process:

- **S** Safety
- **T** Tools
- **E** Execution
- **P** Products

## ▲ Program includes:

- On line training
  - Chemical safety & handling – eCOS
  - E-Ware
  - Narrated & visual
- Procedural booklets & signage
- Post training assessments
- Certificates
- Monthly record update







# Summary

# Shared Approach Ecolab and EC3 Global



- ▲ Sustainability is a process of measuring (benchmarking) and continuous improvement – a journey, not a destination.
- ▲ The EC3 / Ecolab approaches are complimentary and our Global Partnership will help our mutual customers more easily achieve, measure and verify the success of their sustainability goals
- ▲ The EC3 standard is transparent and strong, yet flexible enough to foster innovation and multiple ways to achieve certification.
- ▲ Similar to the Total Impact Approach, the EC3 standard looks at the property as a whole. Ecolab programs compliment and comply with EC3 Earthcheck standards.
- ▲ Through our service associates, we foster a match between the cleaning program and problem. The EC3 on site audits ensure actual implementation and quality in applying the company standard.



## Earthcheck Sustainability Metrics & Frameworks

- ✓ Delivers FINANCIAL OUTCOMES
- ✓ Provides OPERATIONAL FRAMEWORKS (ie, team KPI's)
- ✓ Addresses CONSUMER DEMANDS
- ✓ Supports STAFF VALUES



THANK



YOU

