



Aquanomic Laundry Programme

The Safe and Simple Approach for Perfect Linen



We understand that cleanliness is critical when it comes to protecting your brand.

DID YOU KNOW?

77%

of laundry professionals in the lodging industry said stain removal presents their biggest challenge.*2



80%

of linen rejects are due to stains and lack of whiteness vs 5% due to wear and tear.*3



Cleanliness...

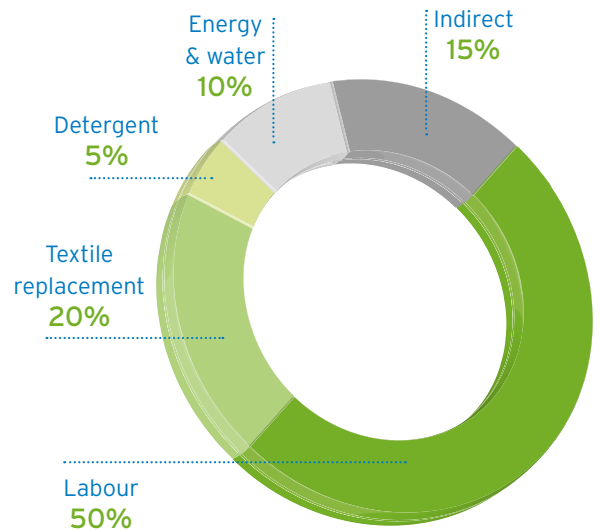
...impacts your guests' experience and perceptions

...affects their loyalty

...influences what they tell friends and family

That's why it's important to consistently deliver a clean and fresh first impression – improving guest satisfaction and helping increase your bottom line.

Average cost allocation of a laundry process:



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

*1 LateRooms, November 15, 2012

*2 2012 Ecolab Laundry Habits and Practices Study. Conducted by Satisfaction Management Systems. Reported in February 2013

*3 Ecolab in Market Linen-Life Research, June 2014

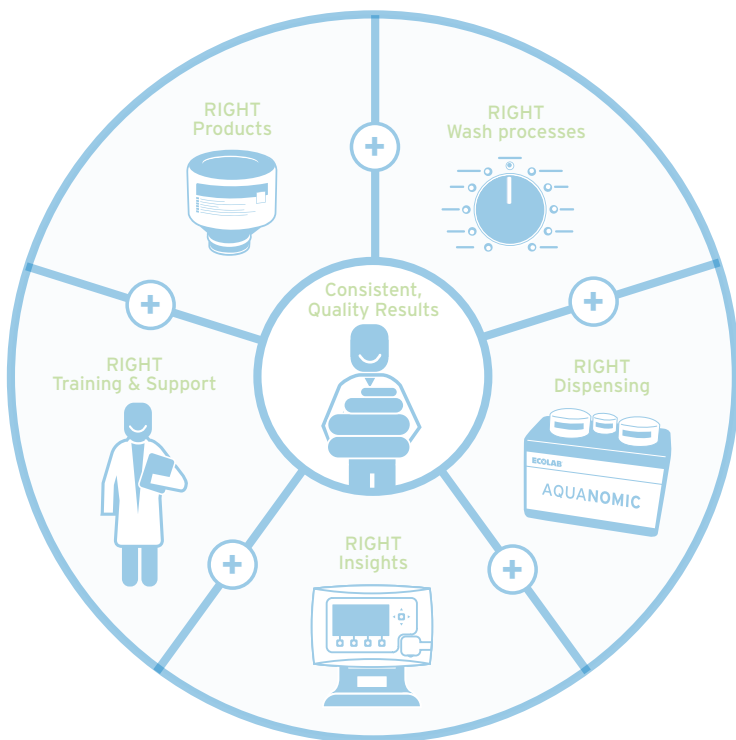
*4 American Hotel and Lodging



90% OF TRAVELERS AVOID HOTELS LABELED AS "DIRTY".



**CLEAN AND WHITE.
SOFT AND FRESH.
SAFE AND SUSTAINABLE.**



What if your laundry machine...

...provided consistent, high quality results?

...made laundry simpler and safer for you and your staff?

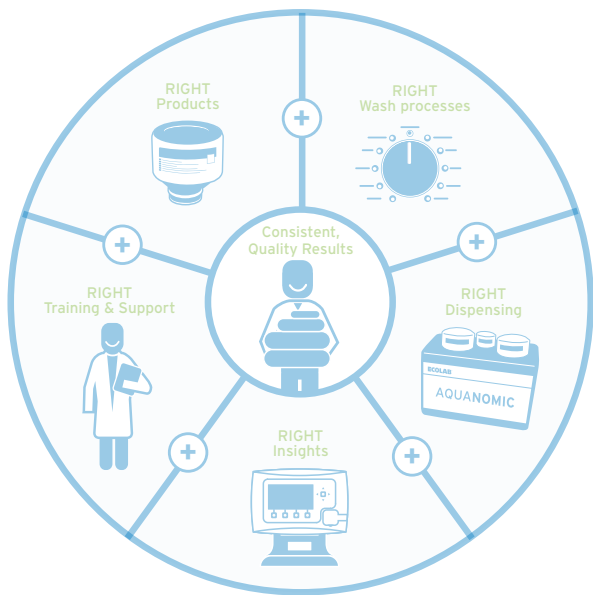
...helped to control water and energy costs?

...gave you the information to ensure consistent results?

...could tell you when procedures weren't being followed?

...cut packaging waste by up to 70%?





Aquanomic dispensing

The Aquanomic system is an innovative dispensing technology that delivers:

- ▲ Consistent and reliable results
- ▲ No costly downtime associated with peristaltic pumps
- ▲ A complete insight into your wash process offering valuable information including:
 - Wash counts
 - Date, time and formulas used

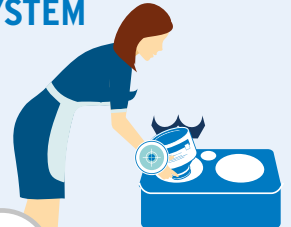
EASY TRANSPORT

Lightweight capsule



100% CLOSED SYSTEM

reduced risk of burns, slips and chemical mixing



ERGONOMIC HANDLING

90% less physical strain



WASTE REDUCTION

70% less packaging



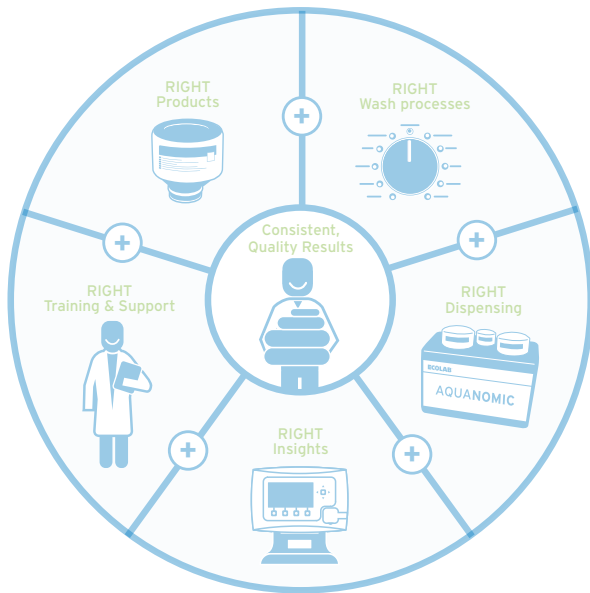
**HANDLING
SOLID CAPSULES
REDUCES BODY
STRAIN BY UP
TO 90%***

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



Aquanomic wash process

The right set of wash processes for all of your textiles is key to success in your laundry.



The Aquanomic dispenser, the Aquanomic products and the know-how of the Ecolab Territory Manager ensure that every type of textile is treated with the right wash process to ensure consistent high quality results:

- ▲ Perfect cleanliness
- ▲ No stains
- ▲ Fresh and soft to touch
- ▲ Lowest possible water and energy use

Talk to your Territory Manager to find out how Aquanomic can work for you!

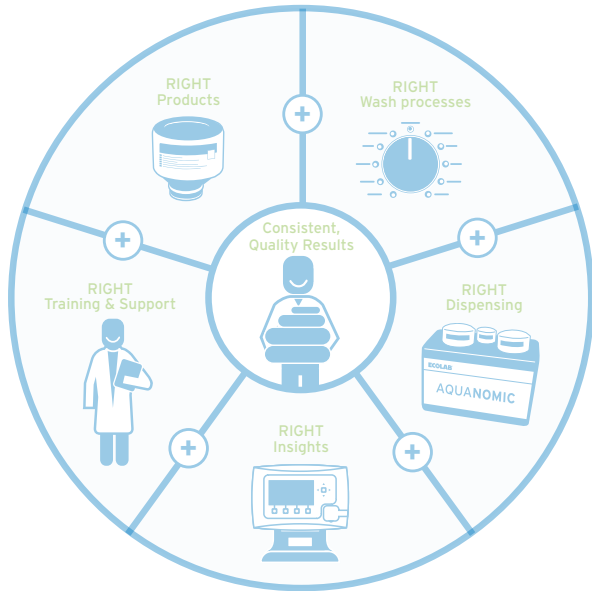
4 FACTORS OF CLEAN



THE RIGHT WASH PROCESS DETERMINES

- STAIN REMOVAL
- CLEANLINESS
- SKIN FRIENDLINESS
- TEXTILE MAINTENANCE

Aquanomic intelligence and service



...Service Personally Delivered

During regular service calls, Ecolab Territory Managers work alongside your teams to ensure they always safely follow the right procedures, use the right products and achieve the right results.

Key Metrics Tracked

- ▲ Number of cycles by machine and wash program
- ▲ Load weight
- ▲ Number of loads washed



Reporting & Alarms

- ▲ Easy-to-read dashboard
- ▲ Pinpoint where and when issues occur
- ▲ Acoustic and visible alarms
- ▲ Checks, observations, recommendations and actions made at critical points
- ▲ Actionable insights and service from your Territory Manager
- ▲ On-site training is provided to solve any problems
- ▲ Service calls are recorded by the TM on his mobile device
- ▲ Reports summarised and presented to show observations and actions taken

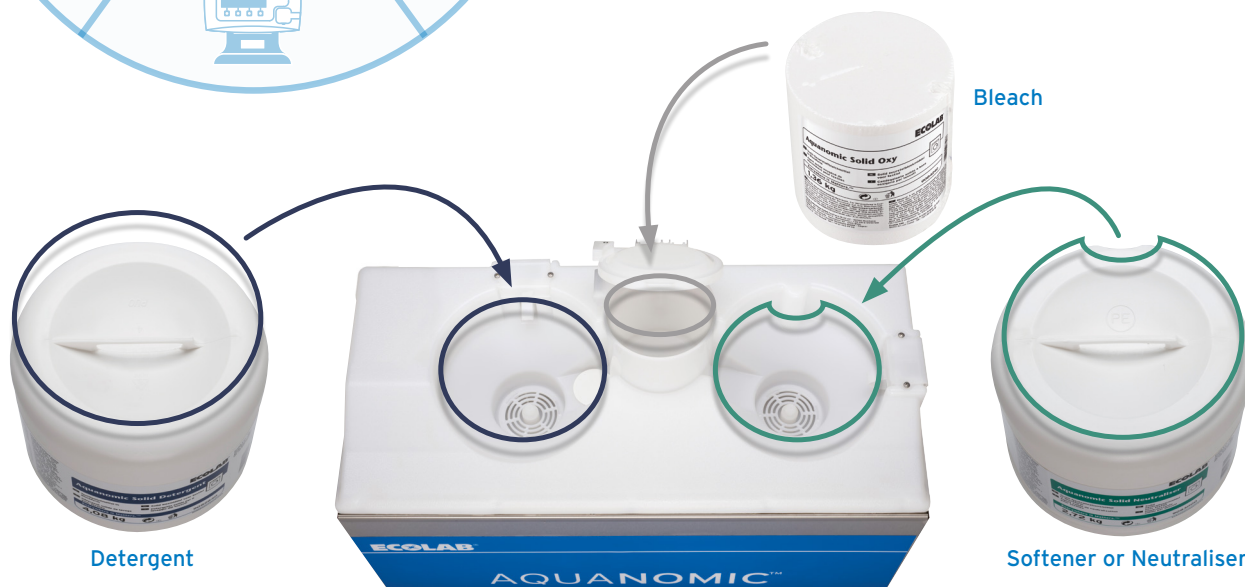
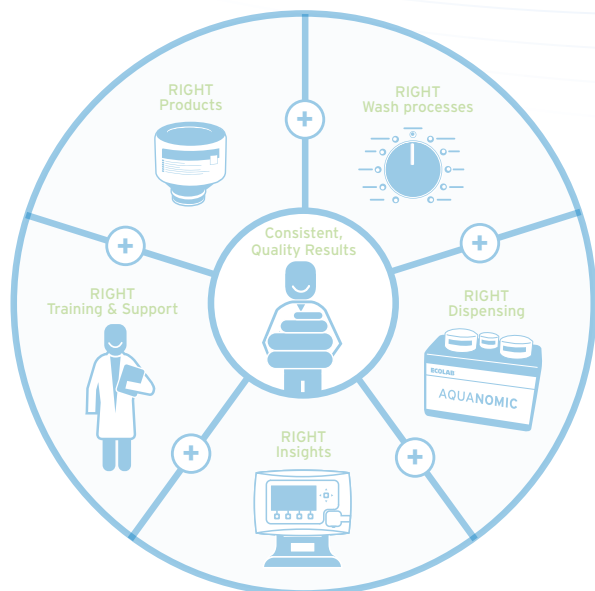
**PARTNER WITH
ECOLAB TO MAKE
YOUR LAUNDRY
CLEAN, WHITE,
SOFT AND FRESH.**


















Aquanomic products

Safety and Control

- ▲ Shape coded
- ▲ Safe and easy loading
- ▲ 100% spill proof



THE AQUANOMIC SOLID LAUNDRY PRODUCT LINE					
		AQUANOMIC SOLID DETERGENT		Phosphorus-free concentrated solid detergent is formulated to deliver premium results leaving linens whiter and brighter.	4,08 kg
		AQUANOMIC SOLID UNIVERSAL DETERGENT 		Concentrated low alkaline solid one-shot detergent which delivers premium clean & bright linen, boosts whiteness, highly effective against fat, grease, oils, body and food soils. Suitable for hard water and delicate textiles.	3,5 kg
		AQUANOMIC SOLID OXY 		Provides colour-safe laundry destaining in a safe and stable solid formula for achieving optimum whiteness whilst maintaining textile strength and integrity.	1,36 kg
		AQUANOMIC SOLID DESTAINER		Solid destainer chlorine formulated to obtain highly effective bleaching power and excellent stain removal.	1,81 kg
		AQUANOMIC SOLID SOFT M 		Premium performance solid fabric softener leaving outstanding softness and antistatic touch.	2,72 kg
		AQUANOMIC SOLID NEUTRA-PLUS		Solid neutraliser reliably brings textiles to a neutral pH, eliminates residual chlorine, provides a pleasant smell, helps to improve whiteness and to prevent yellowing of textiles.	2,72 kg

CLEAN, WHITE, SOFT AND FRESH RESULTS

Aquanomic helps to improve the quality, safety, reliability and efficiency of your Laundry



What can Aquanomic do for your operation?

- ▲ Simplify your laundry operation
- ▲ Control costs, maximise results and protect your brand
- ▲ Take your laundry operation to the next level



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Make a difference on your employee safety and environmental impact.

Ergonomic Handling

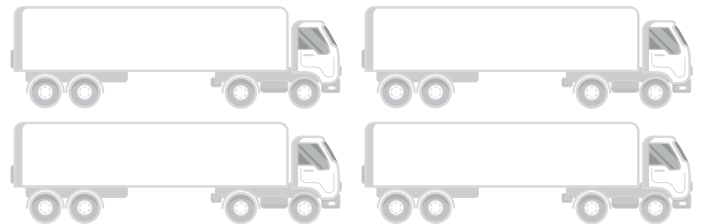
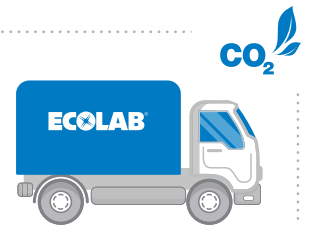
90%

less physical strain



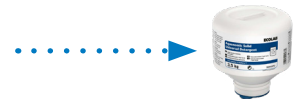
80%

less transport



70%

less packaging



For access to more materials and information regarding Aquanomic visit: ecolab.com



ECOLAB[®]

Everywhere It Matters.™