

Ecolab

Company Description

Ecolab is the world's leading provider of cleaning, food safety, and health protection products and services. Founded in 1923, Ecolab has been partnering with its customers for more than 80 years and is committed to assisting customers worldwide with their unique needs by providing them with comprehensive, value-added solutions and professional personal service.

We partner with long term care operators throughout the industry to provide customized solutions designed to keep their facilities First-Guest-Fresh. With Ecolab, you get the right products, systems, training aids and service to help in areas most critical to an operation's success: guest satisfaction, operational efficiency, employee safety and food safety. For more information, visit www.ecolab.com or call 1-800-35-CLEAN.

Our long term care clients include Beverly Healthcare, Brookdale/Alterra, Sunbridge Health, Emeritus and ARC.

Geographic Area Served: U.S. & Canada

Segments Served: SNF, AL, IL, CCRC

2010/2011 Product & Service Innovations

- **Ecologic Product Line Expanded to 23 Products:** Our environmentally responsible line of cleaning products, many with Green Seal certification, are designed to cause less toxic waste, conserve resources and minimize toxicity to workers.
- **Formula1 – the Lowest Total-Cost Laundry Program Saves 15-25% in Laundry Costs:** One capsule does the job of 3 liquids, reducing the typical wash cycle, helping to conserve water, energy and labor.
- **APEX State-of-the Art Warewashing Products:** Breakthrough products that help customers manage costs and environmental impact by streamlining procedures, and reducing total dish room costs.

Suggested Consultative Discussions

- **We offer comprehensive programs to help you reduce operational expenses for cleaning and sanitation** along with services to protect your facility, patients and employees which include GCS Service, Eco-Sure Quality Assurance, Pest Elimination, Daydots and Water Care.
- **360° of Protection® Program:** Provides everything you need to economically achieve the just-cleaned-fresh standard. This program, which covers dietary, laundry, resident rooms and common areas, floor and carpet care, and infection control solutions, also helps you stay in compliance with state and federal regulations.
- **On-Site Service Training:** How an operation should work to maintain the best results. Training includes OSHA, employee safety, cleaning and handling procedures, equipment operation, dispenser operation, and MSDS.



Kevin Desch
VP, Corporate Accounts
kevin.desch@



Dave Scarsella
VP, Corporate Accounts
dave.scarsella@