

# Ecolab Helps Clemson University Manage Their Campus Cleaning With Innovation and Sustainability.



## CASE STUDY - HIGHER EDUCATION

### BACKGROUND

Clemson University, founded in 1889, sits on 1,400 acres in the foothills of the Blue Ridge Mountains in South Carolina. Approximately 23,000 students attend Clemson University. The campus consists of 35 residence halls and on-campus apartments, 20 dining facilities and multiple buildings where classes for over 110 graduate degree programs are taught.

### SITUATION

Reggie Hawthorne, Director of Custodial and Building Support at Clemson University was ready to find a new partner for keeping their campus clean. He knew they were experiencing a lot of waste with their hand soap in the campus restrooms. When the cleaning crew was cleaning a restroom, if they noticed that the soap in a dispenser was getting low, they would replace it at that time, wasting the remaining product in the package. In addition, the dispensers did not dispense all of the product, so a portion of the soap would be wasted with each package. This did not only result in higher product costs, but also created a large amount of packaging waste.

Reggie wanted a partner who would work with him to fulfil their cleaning needs while helping Clemson realize their sustainability goals. He wanted a partner who would not only offer innovative products but who would also provide great service that included training for his employees.

### SOLUTION

The partnership between Ecolab and Clemson University began in 2015, after Reggie learned about the Nexa™ Concentrates Hand Hygiene Program at an ISSA show. He liked the fact that this innovative new solution worked with one product that could be used in multiple locations and that it offered sustainability benefits. They started by putting the Nexa Program in one building that housed approximately 400 students. Not long after, the Nexa products were added to the restrooms in the Athletic Department buildings.

**“Sustainability is very important to us. We definitely have to partner with companies that back that up.”**  
– Reggie Hawthorne

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## RESULTS

### Cost Savings

As they analyzed their costs, they found that they were seeing a significant cost savings with the Nexa program. The program uses a refillable soap cartridge that is refilled using the Nexa Concentrates Station. The refill station precisely dilutes hand soap concentrate to a ready-to-use concentration. One 1.3L container of concentrate can be diluted to make 13L of ready-to-use hand soap. The refillable nature of the system means that most, if not all soap is consumed, resulting in no measurable soap waste.

### 90% Reduction in Packaging Waste

Since the soap cartridges are refilled rather than disposed of, there is little packaging waste. In addition, the packaging is recyclable. Clemson was very happy with how this met their desire to be sustainable.

### Less Storage Space Required

The packaging of the concentrated product was smaller than their previous product and, since the dispensers were refilled, there was not a need to store a large number of product containers.



### Additional Value of the Partnership

Clemson also initiated use of the Ecolab Cleaning Caddy, which held and dispensed a cleaning, disinfecting and all-purpose product for all of their restroom cleaning needs. This touch-free system helped make the overall process of restroom cleaning quick and easy, and helped Clemson keep labor costs low.

Later, a new laundry solution was developed for and introduced to Clemson after they asked Ecolab to address issues with the high number of rewashes required in order to get the purple and orange paint out of the university's football uniforms.

## OPERATIONAL EFFICIENCIES



### Built In Safety

- Closed Loop Refillable Bottles



### Sustainable Design

- Reduced Waste



### Cost Savings

- Reduced Shipping



### Convenience

- Reduced Storage

\* Based on Clemson University independent study.