

## Executive Summary

A global commercial laundry services facility processes over 1 billion pounds of clean laundry every year. In order to maintain a consistent brand and quality product across 50+ commercial laundry plant locations, the laundry expects key performance indicators to be closely monitored and analyzed by their chemical provider for continuous improvement opportunities.

### Problem:

The Ecolab service team for this account identified an increase in the production of heavy soil work-mix as the source of increasing operational expenses, including water and energy, garment replacement and labor costs.

### Solution:

The Ecolab team reviewed the heavy-soil work mix wash formulas being used and discovered opportunities to increase efficiencies with Performance Industrial **XXL**. The new patent pending, soil removing technology with dedicated surfactants, specifically formulated to eliminate a variety of heavy-duty industrial soils is sustainably designed without NPE's, phosphates, EDTA and aromatic solvents, offering shorter formulas that exchange less water and effectively clean in lower temperatures.

## PRODUCTIVITY IMPROVEMENT\*: **HEAVY SOIL COLORED SHIRTS**

As the heavy-soil work mix increased in volume, the pre-Performance Industrial XXL formulas became less effective and caused a spike in operational expenses. **New technologies, formula revisions, appropriate sorting and adherence to wash procedure protocol produced significant synergies and savings.**

Pre-Performance Industrial XXL		Performance Industrial <b>XXL</b>
<b>13</b>	Formula Steps	<b>11</b>
<b>160°F</b>	Water Temperature	<b>150°F</b>
<b>38:55</b>	Run Time	<b>30:25</b>
<b>12</b>	pH Level	<b>10.5</b>

### Savings



WATER

**104 GALLONS**  
SAVED IN EACH  
RUN



ENERGY

**10 DEGREE**  
DECREASE IN TWO  
FORMULA STEPS



TIME

**08:30 MINUTES**  
SAVED PER  
FORMULA

## PRODUCTIVITY IMPROVEMENT\*: **BAR MOPS**

Pre-Performance Industrial XXL		Performance Industrial <b>XXL</b>
<b>25</b>	Formula Steps	<b>21</b>
<b>180°F</b>	Water Temperature	<b>150°F</b>
<b>1:09:30</b>	Run Time	<b>56:55</b>

### Savings



WATER

**340 GALLONS**  
SAVED IN  
EACH RUN



ENERGY

**10 - 30 DEGREE**  
DECREASE IN FOUR  
FORMULA STEPS



TIME

**12:35 MINUTES**  
SAVED PER  
FORMULA

# SOIL REMOVAL

Soiled with  
Dirty Motor Oil/Grease



Washed once with  
Performance Industrial **XXL**



## SUSTAINABLE PROPERTIES

Sustainable and biodegradable to deliver the best customer results while maximizing environmental safety.

- **NO NPE'S**
- **NO EDTA**
- **>98% REDUCTION IN VOC**
- **NO PHOSPHATES**
- **NO AROMATIC SOLVENTS**

## TOTAL PLANT SAVINGS



**WATER**  
10.3%

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**5.11M**  
GALLONS SAVED  
ANNUALLY

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**\$26,112.00**



**ENERGY**  
16.97%

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**76,884**  
THERMS SAVED  
ANNUALLY

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**\$26,910.00**



**TIME**  
13.4%

AVERAGE  
WASH FLOOR  
HOURS SAVED  
ANNUALLY

## ANNUALIZED OVERALL ACCOUNT SAVINGS



**WATER**

**216M** GALLONS



**ENERGY**

**3.3M** THERMS



**TIME**

**175,165** HOURS

\*All data on file with Ecolab. Program results may vary based on individual plant procedures and geographical location.