



# The Right Laundry Solution Yields Savings and Guest Satisfaction



## INSIGHT

Dissatisfaction with its current housekeeping service provider compelled a leading U.S. hotel company, Kinseth Hospitality, to ask Ecolab to assess the property's cleaning operations. A site survey revealed that the laundry service was running a significant number of rewash loads at high water temperatures, wearing down the durability of its linens and driving up energy usage. Additionally, the hotel's liquid laundry detergent came in large five-gallon buckets, creating safety concerns for employees from product pile-up, potential spills and cramped storage.

## INNOVATION

Ecolab recommended the Aquanomic™ Low-Temp Laundry Solids Program. The innovative chemistry cleans thoroughly in shorter wash cycles using water at 100° compared to 120° F and higher. Lower water temperatures save energy and extend the life of linens. "Employees also appreciate the small, lighter packaging of our solid detergents," said Jeffrey Sackett, assistant vice president of corporate accounts, Ecolab. "The Aquanomic detergents come in concentrated solids that alleviate safety and storage concerns." Ecolab conducted a two-month trial for Kinseth Hospitality. After annualizing potential savings for 70 properties, Aquanomic proved to be a superior solution for the company's laundry operations.

## TECHNOLOGY:

Aquanomic Low-Temp Laundry Solids Program

## eROI™ IMPACT



ENERGY **227,000**  
THERMS



WATER **33.3**  
MILLION  
GALLONS



ASSETS **LINEN**  
RECLAIMED



COST SAVINGS

**\$446,000**

(ANNUAL PROJECTED SAVINGS  
FOR 70 PROPERTIES)

For more information about sustainability at Ecolab,  
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