

Executive Summary:

A large independent commercial laundry processes more than 25M pounds annually with 30% of F&B linens washed in a tunnel washer. The customer strove to deliver a high-quality product to their customers with the objective of exceptional business retention.

Problem:

The account was receiving quality complaints from their customer due to persistent oil stains on colored, spun polyester napkins. Traditional chemistries were unable to deliver a quality product without excessive wash temperatures and alkali usage.

Solution:

The Ecolab team identified the opportunity to improve product quality with PolyVantage. The new patent pending technology specifically formulated to target persistent food oil stains without NPE's or phosphates offers unmatched stain removal performance while delivering operational efficiency. The account expanded use to all F&B polyester classifications and realized significant operational savings plant from reduced water usage and lower wash temperatures.

QUALITY IMPROVEMENTS

 **85%**
REDUCTION
IN STAIN RATE



IMPROVED
LINEN
QUALITY



MET CUSTOMER
EXPECTATION
TO PROTECT
BOTTOM LINE

PRE-POLYVANTAGE

>60%

.....Oil Stain Rate.....

POST-POLYVANTAGE

<10%

OPERATIONAL EFFICIENCY

PRE-POLYVANTAGE

1.76

170°F

....Water Usage (gal/lb)....

....Water Temperature....

POST-POLYVANTAGE

1.69

145°F

SUSTAINABLE PROPERTIES

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



NO NPE'S



CARB COMPLIANT



NO PHOSPHATES



NO EDTA

TOTAL PLANT SAVINGS



WASTE



47%

REDUCTION (FOG)
FATS, OILS, GREASES



47%

REDUCTION (TSS)
TOTAL SUSPENDED
SOILS



24%

REDUCTION (BOD)
BIOLOGICAL OXYGEN
DEMAND



ENERGY

5.5 B+

BTU SAVED

>640K LBS

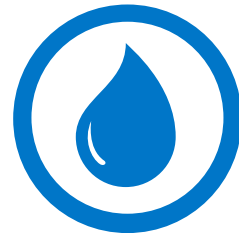
REDUCTION IN CO2
EMISSIONS

14.5%

REDUCTION IN CO2
EMISSIONS

= \$30K

SAVED



WATER

1.8M+

GALLONS SAVED



3.9%

REDUCTION IN
WATER USED

= \$15K

SAVED

TOTAL SAVINGS = >\$45K