



details

E C O L A B 2 0 0 3 A N N U A L R E P O R T

matter

details drive ecolab's global success



It begins with our people. Ecolab associates are expertly trained. Vigilant. Devoted to our customers. Committed to excellence. And every day they provide the widest range of cleaning, sanitation and service solutions to customers around the world.



Turn the page to see everything we can do
for a restaurant - just one of the many kinds of
businesses and institutions we proudly serve. > > >

1 heating & cooling

Our water treatment programs help keep their boiler and cooling system operating efficiently.

2 vehicle care

A patron had her sedan cleaned at a full-service car wash that uses our detergents, waxes and detailing products.

3 exterior cleaning

With our complete program, they keep their outside areas – windows, dumpsters, sidewalks and more – clean and sanitary.

4 warewashing

Their dishes, glasses and flatware are clean and spot-free thanks to our presoaks, detergents and rinse additives.

5 equipment

Whenever they need emergency service, parts or preventive maintenance for their kitchen equipment, we're there.

6 odor counteractants

Our odor counteractants destroy unwanted smells, so the only thing patrons notice is the aroma of fine food.



13 commercial laundry

The kitchen and wait staff's uniforms are laundered at a large off-site facility that uses our specialized wash programs.

14 employee safety

To reduce injuries and related liability risks, our many solutions are utilized throughout the establishment.

15 bar glass cleaning

Unclean glasses can leave a bad taste in patrons' mouths, but our products keep barware sparkling and sanitary.

16 carpet care

They use our full range of integrated maintenance products to clean, protect and extend the life of their carpeting.

17 warehandling

Our heavy-duty racks, dishtables and dolly carts help the restaurant store and transport tableware without breakage.

18 hand care

Our hygiene products help prevent the spread of foodborne illness by keeping food handlers' hands clean and sanitary at all times.

7 front-of-house cleaning

The restaurant uses our products and systems for general cleaning, glass cleaning, sanitizing and odor control in all of their guest areas.

8 dishmachines

Through *Ecotemp*, they get our premium dishwashing equipment, products and service – minus capital expense or repair costs.

9 cleaners and polishes

Our products remove soil, restore sheen and protect metal surfaces such as stainless steel, brass, copper and aluminum.

10 kitchen cleaning

Our products cover the entire kitchen, from food prep to the cooler, for superb protection against foodborne illness.

11 pest elimination

Our comprehensive services ensure that pests such as flies and rats aren't at home anywhere on the premises.

12 restroom sanitation

Their restrooms look and smell great thanks to our complete line of restroom cleaners and sanitizers.



19 floor care

Our solutions help keep front-of-house floors looking their best, while removing slippery, greasy soil from kitchen floors.

20 food processing

Our sanitation programs are used to maximize quality and food safety at the facility where this chicken was processed.

21 dairy processing

The milk, cheese and other dairy products served are processed in plants utilizing our advanced sanitation systems.

22 food safety

From thermometers to color-coded cutting boards, we have an array of products to reduce the risk of foodborne illness.

23 water filtration

Our programs improve beverage, ice and food quality by removing bad tastes from drinking and ingredient water.

24 on-premise laundry

Our innovative on-premise laundry solutions help keep the restaurant's tablecloths, napkins and towels looking new.

products infused with power



Our products and equipment are superior. Not one-size-fits-all. But unique. Meeting very specific needs. With technologically advanced packaging and dispensing. Total systems. For total results. > > >

1 orange force

With a pleasant orange fragrance, this multi-purpose cleaner/degreaser meets the unique demands of the commercial market.

2 oasis pro

This complete, cost-effective hospitality and healthcare housekeeping program boasts products that meet cleaning needs around the world.

3 bacti-foam

Developed for healthcare personnel, this instant-lather hand wash saves time and money while promoting a high level of protection.

4 endure 320

This waterless, antimicrobial hand rinse features a new lotion formula that provides mildness and efficacy.



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4 Solid Capsules Net Wt.: 32 Lbs. (14.5kg)

ECOLAB®

Solid Metal-Pro™

Heavy Duty Metal Protecting

Chlorinated Solid Detergent
For Machine Warewashing

10751

ECOLAB®

Solid Brilliance

VANGUARD®

**Ultra
Lime-A-Way**

5 aseпти-solids

New for healthcare central sterile environments, these small, lightweight solid blocks are packed with powerful cleaning performance.

6 marketguard

Across the globe, we help supermarkets maintain the highest standards of cleanliness and sanitation with this comprehensive program.

7 solids

We pioneered solid chemistry, and today our revolutionary warewashing formulas set the standard for innovation, performance and results.

8 typhoon

This is the industry's most advanced low-temp dishmachine, featuring exclusive solid products technology and a revolutionary ventless steam removal system.

solutions born of research

We employ cutting-edge science. Chemistry. Biology. Engineering. More. Combined in unbridled innovation. A corps of great minds. All asking, “Why not?” And creating tomorrow’s breakthroughs. Today.

ARTICLE AND METHOD OF MAKING AND USING 4569780 LOW PHOSPHATE LIQUID CLEANING COMPOSITION 4579676 PROCESS FOR DRYING AN ENZYME IN A FLUIDIZED BED 46172
NG SOLID DETERGENT COMPOSITIONS 4595520 SOLID RINSE AIDS AND METHODS OF WAREWASHING UTILIZING SOLID RINSE AIDS 4624713 FOAMABLE, ACIDIC CLEANING COMPOSITIONS
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CE OF BLEACH 6589443 METHOD OF MAKING A SOLID ALKALINE CLEANING COMPOSITION 5474698 REDUCED MISTING SPRAY OVEN DEGREASER 5384551 FOOD SAFE COMPOSITION
5558087 DUAL ASPIRATOR 5799831 CONCENTRATED PRODUCT DILUTION SYSTEM 5443094 METHOD AND APPARATUS FOR STORING AND DISPENSING CHEMICAL SOLUTIONS 553432
TED ELECTRICAL UNIT DES357762 ALKALINE CLEANERS BASED ON ALCOHOL ETHOXY CARBOXYLATES 6274541 ALKALINE CLEANERS BASED ON ALCOHOL ETHOXY CARBOXYLATES 6
POSITIONS 5634178 WATER POWDER AS A SYNERGIST IN PEST BAITS 5820855 FAT-BASED PEST BAIT 5484615 PETROLEUM BASED PEST BAIT 5914195 BOTTLE FOR CHEMICAL CONCEN
URFACES IN FOOD PROCESSING EQUIPMENT USING INLINE OZONATION 5858443 APPARATUS AND METHOD FOR CLEANING AND RESTORING FLOOR SURFACES 5716260 IMPROVED APP

Our world-class research, development and engineering team has developed thousands of differentiated, proprietary products and systems over the years, yielding several thousand U.S. and international patents - just a few of which are listed above.

service completes the circle



Our service is personal. Reliable. Prompt. Thorough. From in-service training to real-time service reporting. Ordering to repairs. We do it all for our customers. Because they're No. 1. > > >



At a neighborhood supermarket, an Ecolab sales-and-service associate trains deli employees on the proper way to clean meat slicers and other food-contact surfaces using our high-performance products.