

PROTECT

YOUR BRAND
YOUR CUSTOMERS
YOUR BOTTOM LINE



FOOD RETAIL SERVICES



The Global Leader in Cleaning & Food Safety

Ecolab is the world's leading provider of cleaning, food safety and health protection products and services. We serve a wide range of industries in more than 160 countries, employing more than 25,000 associates worldwide. Some of our global customers include supermarkets, restaurants, hotels, hospitals, schools, dairy facilities and food & beverage processors.

We are committed to making the world a cleaner, safer, healthier place.

Ecolab Food Retail Services delivers a comprehensive cleaning and food safety program developed specifically for the food retail industry. Designed to cover every inch of your entire operation, our program combines focused service, industry-leading expertise and the very best supermarket-specific solutions for:

- Food Safety
- Cleaning
- Sanitation
- Pest Elimination
- Floor Care

Food Safety

Protect Your Brand

Ecolab Food Retail Services protects your brand by helping you put cleanliness and food safety first. By keeping your food safety record spot-free, you will build the customer trust and loyalty that is so important to your success. From spotless floors to sparkling equipment, Ecolab helps keep every corner of your store clean, safe and inviting. Keep your brand fully protected with the expertise, service and solutions that only Ecolab can provide.

Protect Your Customers

Ecolab features advanced cleaning and sanitation, food safety and pest elimination solutions that will proactively help protect your customers from foodborne illness. A single foodborne illness outbreak can have devastating consequences. Provide your customers with a cleaner, safer and healthier experience with Ecolab Food Retail Services.

Protect Your Bottom Line

The comprehensive Ecolab Food Retail Services program improves your operational efficiency saving you money by preventing rework and product overuse and extending shelf life. We partner with you to identify food safety risks and help prevent the spread of foodborne illness. Safer food products and a cleaner, more efficient operation can help boost your profitability and keep your customers coming back.



Superior Service Around the Globe

Ecolab has the geographic reach to make superior service a reality no matter where your retail store is located. Every certified Ecolab associate is trained to follow the same rigorous global protocol, with the added stewardship of adapting to local and regional markets, so that every customer receives the same high level of service.

EMPLOYEE TRAINING

- As part of the fully integrated Food Safety Program, your dedicated Ecolab associate will provide your employees with comprehensive training on proper cleaning and sanitation procedures that are easy to understand and retain.

REGULARLY SCHEDULED SERVICE

- Dispenser Monitoring and Maintenance
- Product Inventory Control
- Cleaning Processes Review
- Detailed Corrective Action Plan for Management

Our commitment to you is to provide exceptional service – wherever and whenever it is needed. It is what sets Ecolab apart.



Highly trained Ecolab service associates are available in your area

Automated Service Reporting

Through Ecolab's Automated Service Reporting platform, we capture valuable data for you at the store level and provide you with the customized reporting that meets your specific needs. At each call, we help you identify risks and opportunities in order to prevent outbreaks and assure high food safety standards. Some of the data we track includes:

- Identifiable Risks/Opportunities
- Overall Recommendations Provided to Store Management
- Employee Cleaning and Sanitation Training
- Chemical Inventory Management
- Newly Implemented Cleaning Processes
- Dispenser Maintenance



Store Level Reports – Based on report findings, your Ecolab specialist will work with you to identify food safety risks, trends and recommended actions.

Executive Reports – Automated Service Reporting also provides consolidated reporting which gives you a summary of cleaning and food safety threats and opportunities at the divisional, regional and chain level. Review one store at a time or your entire chain.

Automated Service Reporting will turn your data into solutions that will help you:

- Minimize Health and Safety Risks
- Ensure Customer Satisfaction
- Increase Operational Efficiency

Specialized Food Safety Audits

In addition to regular service, you will receive regularly scheduled Food Safety Audits to identify issues at critical control points in your store and to ensure that proper food safety protocols are being followed.



Food Safety Audits are performed by certified food safety professionals and can be customized to your store requirements to ensure the health of your customers and your business. They include:

- Complete Sanitation Review
- Cross-Contamination Assessment
- Personal Hygiene Procedures Review
- Time/Temperature Assessment

Integrated Action Plan – Based on your Food Safety Audit findings, your Ecolab specialist will work with your store managers and associates on corrective action at the time of audit.

More than a piece of paper, we focus on a partnership between you and your Ecolab specialist to develop the food safety action plan that provides the necessary training and proven solutions you need to identify and prevent food safety incidents before they occur.

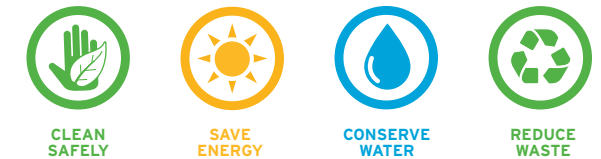
For your convenience, Ecolab also offers customized analytical service including lab work, microorganism swabbing, and more.

Sustainability in our Customers' Operations

Our opportunity to make the greatest impact lies in helping our customers be sustainable. The Ecolab approach to sustainability focuses on helping you conserve resources, improve safety and reduce waste. We develop sustainable solutions that go beyond green to help you create a cleaner, safer, healthier environment.



TOTAL IMPACT APPROACH TO SUSTAINABILITY



A comprehensive approach that can help you conserve resources, improve safety and reduce waste.

Providing sustainable solutions that go beyond green to help you create a cleaner, safer, healthier environment.

The Ecolab Food Retail Services Program Protects You With:

- Innovative Products and Systems
- Food Safety Expertise
- Best-in-Industry Training
- Superior Service
- Actionable Audits and Reporting

Designed to Meet All of Your Needs

Ecolab offers the most comprehensive selection of cleaning and sanitation products and systems. Our Food Retail Services program has been specifically designed to meet the challenging food safety, cleaning and pest elimination needs of your entire food retail operation.

Our innovative products and systems are designed to remove the toughest soils and simplify the process of maintaining clean and sanitary stores. We offer solutions for:

- *Hard Surfaces*
- *Food Contact/Preparation Areas*
- *Grease Management*
- *Restrooms*
- *Hand Care*
- *Warewashing*
- *Specialty Needs*
- *Floor Care*
- *Pest Elimination*
- *Equipment Care*
- *Food Safety and Food Rotation Tools*

As the global leader in cleaning and sanitation, we have the solutions and service you need no matter where your store is located. Our product line offers the same high level of performance and sustainability standards in every country we serve.

Innovative Dispensing Systems for Improved Safety and Performance

The Ecolab Food Retail Services program features closed-system dispensers that:

- *Maximize employee safety* by eliminating the need to handle the cleaning product directly
- *Optimize cleaning performance* by delivering accurate portion control – assuring product is never wasted
- *Increase productivity* by helping employees clean more effectively and efficiently while eliminating rework
- *Control costs* by eliminating product overuse



Ecolab provides solutions for every inch of your store



Ecolab offers a full array of products - from general cleaning to advanced chemistry - designed to tackle specific cleaning applications

The Formula Foam™ Cleaning System – Ecolab's self-contained, mobile, foam-generating system

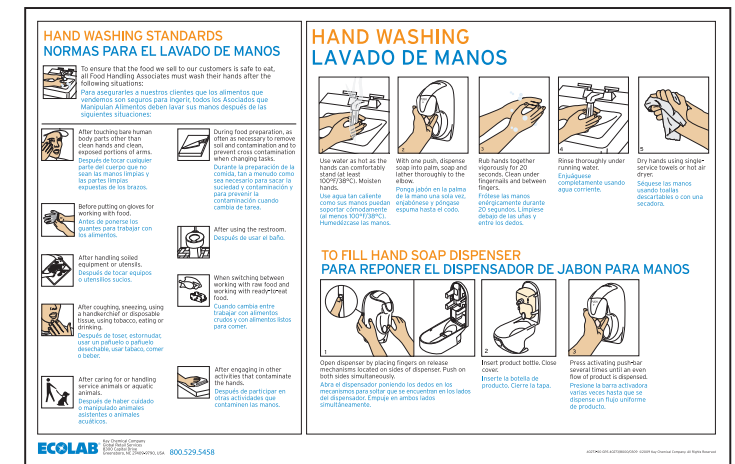
Essential Training from the Food Safety Experts

Ecolab has long been recognized as the global food safety expert. Our certified food safety professionals will provide your employees with the essential training they need to minimize food safety risks throughout your facility. We provide in-depth training in:

- *Cross-Contamination Prevention*
- *Time and Temperature Control*
- *Handling Chemical Products*
- *Proper Cleaning Methods*
- *Personal Hygiene*
- *Food Safety Certification*

To ensure that employees learn and retain the food safety information they need, Ecolab provides you with materials tailored to food retail:

- *Employee hygiene plans*
- *Wall charts to keep proper food safety practices and cleaning standards easily visible*
- *Product application guides to match the right product to the application*
- *Trackable training to document sessions through customized e-training applications*
- *Language-free and multilingual instructional materials*



Food Safety is Good for Your Bottom Line

Listeria and other potentially dangerous microorganisms can easily spread in the food retail environment – just one case can harm your customers and destroy your reputation. That's why, now more than ever, loyal customers are looking to you to make sure that you have the proper food safety protocols in place. You can count on Ecolab solutions, services and specialists to help you:

- *Protect Customers from Foodborne Illness*
- *Increase Product Shelf Life*
- *Improve Product Appearance*
- *Reduce Shrinkage*
- *Boost Employee Pride*
- *Increase Customer Loyalty*



