



# Saving Labor in Unexpected Ways

**Discover how labor and time savings go hand in hand with positive customer experiences.**

**CLEANING IS GENERALLY NOT THOUGHT OF AS A KEY PART OF** operational efficiency or labor savings. Still, in 2025 it is vital to look at every aspect of business to remain profitable. When 98 percent of operators report labor costs being a moderate or significant challenge—according to the National Restaurant Association—it is necessary to begin thinking outside of the box. Ecolab has seen operators struggle with labor and in response has curated a science-backed line

of nine products that combined can save up to \*four hours of labor per day.\* That can all add up to major savings especially when considering cleanliness can just as easily win customers over as drive them away.

Three in four customers would not patronize a business with negative reviews about cleanliness, according to Modern Restaurant Management. Consistency is key, considering even one poor cleanliness experience can lead to exponential missed revenue and traffic. "Cleaning is often seen as a time-consuming task where operators want to cut corners," says Katie Molinaro, director of research and development at Ecolab's Institutional Food-service sector. "We work to simplify processes, making them as efficient and effortless as possible."

Ecolab is big in busting myths as well, making a time-consuming, and often complicated task in the restaurant more effective and easier. "Ecolab goes beyond just providing cleaning products—we offer service and expertise," Molinaro says. "If you have a dish machine, we make sure it's running perfectly and that your chemistry is optimized for effectiveness and efficiency."

Another barrier to cleaning is that many companies use harsh chemicals to create effective formulations. The

irritation of harsh chemicals on skin, eyes, and noses can be a barrier to completing cleaning tasks for employees and is an unpleasant olfactory experience for customers who would rather smell their food than bleach. "A big misconception is that cleaning products have to be harsh to be effective," Molinaro says. "Many assume bleach or high-pH products are the only solutions, but we've developed alternatives that are just as powerful and much safer."

Operators and everyday employees are often not trained to be experts in cleanliness and the science behind how and why certain products are effective. "Many cleaning mistakes happen out of habit—using the wrong tools, applying too much product, or not allowing enough contact time for sanitizers to work," Molinaro says. Partnering with a company like Ecolab ensures fewer of these mistakes happen through proper training and the display of information on products.

Proper training also leads to less waste which many operators only consider for food items, however, waste can come from multiple sources and

operators can save money by using cleaning items in the most scientifically sound way possible. "One major mistake we see is operators using too much cleaning product, thinking more is better," Molinaro says. "Proper dispensing systems ensure they use just the right amount, reducing waste and cost."

Taking a multi-pronged approach to saving money in 2025 is key to remaining competitive as costs continue to rise. "Our approach to labor savings is scientific," Molinaro says. "We compare our product performance against industry benchmarks, test in labs, then validate in real kitchens to ensure our claims hold up in real-world conditions." Ecolab's commitment to working with operators in their kitchens, dining rooms, and storage areas is revealed in their product's efficacy.

"One of our latest innovations is the Ecolab ELT low-temp dish machine," Molinaro says. "It cuts wash cycles from 90 seconds to 67 seconds, which might not seem like much, but when you're washing 220 racks a day, those savings add up fast." Operators know firsthand that saving just a few seconds can significantly reduce labor,

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time, and costs. However, the real challenge lies in finding proven solutions that truly deliver results.

"We tailor cleaning solutions to each business," Molinaro says. "A small deli with mostly ready-to-eat items doesn't need the same products as a steakhouse. We optimize for their specific needs, water conditions, and operational requirements." Some companies are simply trying to sell products, however, Ecolab's team prides itself on being invested in the success of restaurants it supplies and will work to find personalized solu-



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ators and staff can implement them seamlessly," Molinaro says. Ecolab simplifies these tasks with smart formulations and training to save money during every second and task. From the ELT Dishmachine, which can save up to 107 minutes a day,\* to the Sink & Surface Cleaner Sanitizer, which can save up to 26 minutes a day,\* the Ecolab's Labor Savers product line helps operators save money on their bottom line daily.

In an industry where every second counts, cleaning can no longer be an afterthought. With rising labor costs and heightened consumer expectations, operators must embrace efficiency at every level—including how they clean. Ecolab's science-backed approach not only simplifies cleaning processes but also ensures that every solution is tailored to an operator's unique needs. By reducing labor hours, minimizing waste, and enhancing overall cleanliness, Ecolab helps businesses maintain profitability without sacrificing quality. In 2025 and beyond, the right cleaning strategy isn't just about maintaining appearances—it's a critical factor in staying competitive.

**BY YA'EL MCLOUD**

tions that work for every operator's unique operational needs.

Personalized labor-saving solutions are only part of the equation, training how employees can most effectively use the product is the other part. "Training is a challenge in foodservice, especially with high turnover," Molinaro says. "We offer on-demand digital training in multiple languages, accessible on smartphones, so new employees can quickly get up to speed."

Beyond accessibility, effective training must also be engaging and easy to implement. Ecolab's digital training tools are designed to fit

seamlessly into an operator's workflow, reducing downtime while ensuring employees retain key information. By integrating training into daily routines and providing ongoing support, Ecolab helps operators build a well-trained staff that maximizes efficiency, reduces mistakes, and upholds the highest standards of cleanliness—no matter how often teams change.

Labor savings don't just happen at scheduling and hiring, it happens throughout the day and is reflected through even the smallest tasks operators are often too busy to identify. "We focus on making solutions that are intuitive and easy to use so oper-

**For more information, visit [ecolab.com/LaborSavers](https://ecolab.com/LaborSavers).**



# FASTER TO READY FOR THE LUNCH RUSH



When you can clean and sanitize quicker, you can get cooking quicker. At **Ecolab**, we'll work with you to create a customized program that's right for your operation. With our **Ecolab Labor Savers**, a collection of efficient, effective products, you can save up to four hours a day\*. And that means you're ready to roll when the lunch rush hits.



**Start your customized labor savings plan today!**

**Streamline cleaning with these Labor Saver products!**



**TRUPOWER™ Enzymatic Manual Detergent & Soak**  
Saves 18 minutes/day\*



**Greaselift™ Degreaser & Fryer Cleaner**  
Saves 12 minutes/day\*

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\*Savings of up to 4 hours is based on use of the entire Ecolab Labor Savers product line above. Time and labor savings calculations for the products above are based on internal testing against average time of cleaning grill with grill brick, average time of cleaning fryer with boil-out method, average dish machine cycle time and number of wash cycles per year per location, average number of labels written per day per location, and average time of handwriting per label, and calculations compared with the following Ecolab baseline products: Pantastic™ Pot & Pan Detergent, TRUPOWER™ Dishmachine Detergent All Purpose, Oasis™ 146 Multi-Quat Sanitizer, Oasis™ 115 XP Extra Strength Floor Cleaner Concentrate, and Mikro-Quat™ Classic Liquid Disinfectant-Deodorant. These tests and calculations are performed according to industry standards and best practices. Individual experiences may vary based on usage, configuration, and other factors.

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