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THE
SAVING
STRATEGY
RESTAURANTS OVERLOOK

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What Clean Looks Like Now

Clean dining has shifted from expectation to a critical business differentiator.

FOR MANY RESTAURANT GUESTS, cleanliness has become a major deciding factor for dining out. According to the National Restaurant Association's State of the Restaurant Industry 2025 report, 73 percent of customers rank cleanliness as one of the top three factors that impact their personal experience at a sit-down, full-service restaurant.

The heightened awareness of hygiene—born out of necessity during the pandemic—has translated into lasting expectations that restaurant operators can't afford to ignore.

Today's consumers expect more than just a sanitized environment. They want to see visible signs that restaurants are taking health seriously, with frequent and thorough cleaning routines that go beyond surface level. In an era where social media has the potential to amplify every guest experience, it's not uncommon for cleanliness—or a lack thereof—to become the focus of online reviews, which can potentially damage a restaurant's reputation before owners even have a chance to address it. This makes hygiene a key factor not only for compliance, but for customer satisfaction and retention. Cleanliness is no longer just about meeting health standards; it's about creating an experience that ensures your guests feel comfortable and valued.

The NRA report also revealed that 95 percent of operators agreed that consumers are more value-conscious than ever before. In the current eco-

conomic climate, full-service restaurants must meet elevated guest expectations while balancing the rising costs of food and labor. Customers are willing to pay for cleanliness, but they're also increasingly discerning in their choices. Operators who invest in visible sanitation measures, such as clearly-posted cleaning schedules or enhanced sanitization practices, are likely to win repeat customers.

The good news is that cleanliness, while critical, doesn't have to break the bank. Restaurants that prioritize hygiene often see a clear ROI, with investments in cleaning technology or specialized cleaning services showing long-term benefits in terms of both reputation and revenue. If a guest feels safe and cared for in a pristine environment, they're more likely to return, especially when compared to restaurants that fail to meet those expectations.

However, operators must find the right balance between meeting post-pandemic hygiene expectations and running a profitable business. Many regional or emerging restaurant chains are adopting this mentality when it becomes clear that investment in sanitation, training, and technology pays off in the long run. As restaurants grow, the added value of these services become even more apparent. The takeaway for full-service restaurant operators is that hygiene isn't an optional upgrade—it's a necessary ingredient for success in today's health-conscious market.

As dining habits evolve, restaurant operators that prioritize cleanliness and sanitation will not only meet guests' immediate needs, they'll position their business for long-term success. Embracing these pillars as strategic priorities not only meets the demands of the moment, it builds the kind of lasting customer loyalty that turns a one-time visitor into a regular patron.





Clean Isn't the Same as Sanitary

Understanding the distinction between cleaning and sanitation is key to maintaining a safe, hygienic environment.

IN THE RESTAURANT INDUSTRY, maintaining a hygienic environment is essential for both compliance with health regulations and ensuring customer satisfaction and safety. Two fundamental processes that contribute to this goal are cleaning and sanitation. Although often used interchangeably, these terms refer to distinct procedures, with each serving an important role in maintaining a safe dining experience.

Cleaning is the process of removing visible dirt, food particles, grease, and other debris from surfaces. It is the first step in maintaining a hygienic environment. Cleaning typically involves the use of water, detergents, and mechanical action, such as scrubbing or wiping, to dissolve and lift dirt. However, cleaning alone does not address the microorganisms that may still remain on a surface. It primarily tackles visible contaminants, but doesn't guarantee that harmful bacteria, viruses, or pathogens are eliminated.

Sanitation, on the other hand, goes beyond cleaning by aiming to reduce the number of harmful microorganisms on surfaces to levels considered safe by public health standards. Sanitizers are chemical agents designed to kill or inhibit the growth of these pathogens and prevent the spread of foodborne illnesses. However, sanitizers are most effective only when surfaces are clean. If food particles, grease, or other debris are left behind, they can shield pathogens from the sanitizing agent and reduce its effectiveness. In other words, a clean surface allows sanitizers to reach their full potential in reducing harmful pathogens.

Understanding this distinction is critical for implementing effective restaurant cleaning protocols. Cleaning and sanitizing work hand in hand to ensure both cleanliness and safety.



While cleaning is essential, it’s the combination of both cleaning and sanitation that ensures a truly safe dining environment. The key to success lies in a well-structured process that integrates both. It’s not enough to clean once in a while or sanitize without thoroughly cleaning first. Both steps must be performed correctly and consistently to meet the expectations of health authorities and customers. By establishing a routine that incorporates cleaning and sanitizing, restaurants can provide the safest possible environment for their patrons.

Investing in proper cleaning and sanitation practices not only helps restaurants meet health regulations, it enhances their reputation for safety and cleanliness. When customers know they can count on a restaurant to prioritize cleanliness and safety, they are more likely to return and recommend it to others, which fosters trust and loyalty.

Cleaning and sanitation are two distinct yet complementary processes essential to running a safe and successful restaurant. And they’re not just tasks to tick off a checklist—they’re the foundation of a restaurant’s commitment to guest safety and satisfaction. When done right, these practices quietly reinforce a restaurant’s standards and values. They show that every detail matters, even the ones guests

might not see. Over time, that consistency builds trust with both health inspectors and guests. In an industry where word-of-mouth travels fast, a reputation for cleanliness can be a make-or-break differentiator.



Show Me The Money

Promises aren't enough—operators want proven performance from cleaning product vendors.

MAINTAINING IMPECCABLE CLEANLINESS and sanitation standards isn't just about following regulations—it's about creating a safe, welcoming environment for guests that meets their expectations. But with so many options on the market, how can restaurant operators know which cleaning products are truly effective? The answer lies in product demonstrations.

Cleaning product demos allow restaurant operators to see firsthand how a product performs in real-world conditions. Instead of relying on marketing claims or promises made in brochures, operators can watch a product work in their own kitchen, dining area, or prep stations. This firsthand experience is invaluable in determining which products are worth investing in. Seeing a product in action helps operators understand not only its effectiveness, but also how it fits into their unique operational needs.

When considering a new cleaning product, it's essential for operators to assess its true performance. Whether it's grease buildup in the kitchen, food stains on upholstery, or fingerprints on high-touch surfaces, a demo can provide a clear picture of how well a product tackles the types of messes commonly found in a restaurant setting. Additionally, operators can test the time it takes for the product to do its job, which helps to understand the potential impact on labor efficiency. The faster and more effective a product works, the less time staff members need to spend cleaning, which ultimately saves time and money.

While it's clear that product demos can help restaurants make better purchasing decisions, there are some key considerations operators must keep in mind during the demonstration. For example, operators should ask vendors questions about the cleaning product's effectiveness on different types of surfaces. A product that works well on one material may not be as effective on another, so it's essential to test a variety of surfaces in the demo. Operators should also inquire about the safety profile of the product. Will it require special handling or safety precautions? Is it safe for both employees and customers? Understanding the safety risks of cleaning products is just as important as their efficacy.



“Cleaning product demos allow restaurant operators to see firsthand how a product performs in real-world conditions.”

Another key area operators should focus on during a cleaning product demo is the environmental impact. Customers and businesses alike are becoming more ecoconscious, and many operators are looking to adopt sustainable practices whenever possible. Vendors should be able to address questions about the product's environmental impact, such as whether it is biodegradable, nontoxic, or free of harmful chemicals. Sustainable cleaning products not only meet environmental standards, they also appeal to customers who prefer businesses that prioritize green practices. In fact, sustainability topped the list of macro trends in the National Restaurant Association's *What's Hot 2025 Culinary Forecast*, which revealed that a significant portion of consumers—particularly younger generations—are willing to support restaurants that actively adopt environmentally-friendly practices.

The financial impact of cleaning products is another critical consideration. Operators must evaluate whether the cost of a product aligns with its performance and the potential ROI it offers. While some cleaning products may come with a higher price tag, they could ultimately lead to cost savings in the long run. This could be due to lower labor costs, reduced product waste, or fewer repairs and replacements of equipment damaged by harsh or ineffective cleaners. Cleaning products that are more efficient—whether they clean faster, require less product per use, or are easier to apply—will save time and money, and improve overall operational efficiency.

A well chosen cleaning product can have a direct impact on a restaurant's reputation and revenue. Cleanliness is a key driver of customer satisfaction. The National Restaurant Association's 2025 State of the Industry report found that 73 percent of customers rank cleanliness as one of the top three factors influencing their decision to dine at a particular restaurant. A clean dining room, kitchen, and restroom can elevate the guest experience, boost positive reviews, and increase repeat business. This is why restaurant operators should be diligent when selecting cleaning products, ensuring they choose ones that deliver consistent results. When customers see that a restaurant's cleanliness is top notch, they're more likely to return, recommend it to others, and even spend more on their meal. In fact, some studies have shown that customers are willing to pay up to twice as much at restaurants that maintain higher cleanliness standards. The link between cleanliness and profitability is clear—making the right choice in cleaning products is more than a matter of hygiene; it's a smart business decision.



On the flip side, if restaurant operators skip the demo process or make a decision based on incomplete information, they risk choosing products that may not live up to their promises. An ineffective product could lead to wasted time, frustrated staff, and dissatisfied customers, all of which contribute to lost revenue. This highlights the importance of verifying the effectiveness of cleaning products before making a purchase, which is where on-site demos truly make a difference. Product demos allow operators to mitigate these risks, providing a firsthand look at how the product will perform in a high-pressure, fast-paced restaurant environment.



Beyond product performance, operators should also consider the vendor's level of support and customer service. A cleaning product is only as good as the support that comes with it. Many vendors offer training, troubleshooting, and product support as part of their services. This can be especially valuable when introducing new products into the restaurant's cleaning routine. Operators should feel confident that they can reach out to the vendor for help if any issues arise and that the vendor is committed to ensuring the product's success within their operation.

When it comes to selecting cleaning products, operators can't afford to make decisions based on marketing claims or vague assurances. On-site demos provide a unique opportunity for restaurant operators to see how cleaning products perform in their specific environment. By asking the

right questions, evaluating the product's real-world performance, and considering its long-term financial impact, operators can make informed decisions that improve both cleanliness and profitability.



Cleanliness is a Loyalty Strategy

Savvy restaurant operators aren't cleaning for the health inspector—they're cleaning for the guest.

CLEANLINESS HAS ALWAYS MATTERED in restaurants, but in today's climate, it's no longer just an operational standard—it's a direct line to brand perception, customer trust, and long-term loyalty. Diners aren't just judging food and service anymore. They're watching how often the counters are wiped, whether the restrooms are spotless, and if employees are taking sanitation seriously. And when it's done right, guests notice. When it's done wrong, they never forget.

Say, for instance, a guest walks into a dining room and sees crumbs on the seat or sticky residue on the table. It might seem like a minor oversight, but that first impression lingers. And it's not just what they see—it's how it makes them feel. If this surface is dirty, what does that say about the kitchen? If no one noticed this mess, what else is being missed? That quick moment of doubt has the power to reshape a dining experience before the first plate even hits the table.

Online reviews are full of stories like this. Not about bland dishes or a slow hostess—but about sticky floors, grimy restrooms, overflowing trash cans, and employees who didn't wash their hands. These aren't small infractions in the eyes of the customer. They're red flags that signal carelessness, or worse, indifference. And when a guest is put off by sanitation issues, they don't just avoid that one restaurant—they often avoid the brand entirely. In a sea of dining options, one unpleasant memory is enough to lose a customer for good.

But here's the flip side: when restaurants nail cleanliness, it creates trust. It builds confidence. It makes people feel safe, respected, and valued. Especially now, when health and hygiene are still top of mind for many diners, those extra touches can transform an average visit into a memorable experience. The restaurant doesn't have to brag about it—guests can see it for themselves in things like spotless bathrooms, shiny floors, and sparkling glassware. These details reinforce that the operation is well-run and that the guest's wellbeing is a priority.

That kind of attention to cleanliness has a ripple effect. Guests are more likely to linger, order more, and return again. They're also more likely to tell friends or leave positive reviews. Over time, it all adds up to a powerful brand reputation—one that says, "We do things right." When a restaurant earns that kind of trust, it doesn't just win a single visit. It wins repeat business, loyal customers, and word-of-mouth marketing that no ad campaign can replicate.

The stakes are especially high in full-service environments, where the guest journey includes multiple touchpoints. From the moment someone opens the door, they're interacting with the physical space and forming opinions about it. Is the host stand tidy? Are the menus clean? Is the silverware smudge-free? These may seem like background details, but together, they form the backdrop of the entire dining experience. When that backdrop is polished, seamless, and sanitary, it elevates everything around it.



Restaurants that prioritize cleanliness in visible ways have a real opportunity to turn it into a differentiator. It starts with consistency. Clean once, and a guest might appreciate it. Clean consistently, and they begin to associate your brand with reliability and professionalism. Some operators are even making cleanliness part of their customer-facing narrative—open kitchen designs, in-view handwashing stations, visible cleaning routines that happen during service. When done thoughtfully, these details don't interrupt the experience, they enhance it.

Of course, the margin for error is just as real. One slip can undo months of trust. And in the age of smartphones, that slip might not stay private. A single photo of a dirty dining area or unsanitary condition can quickly make the rounds online. The reputational damage can be swift and costly, especially if the post gains traction. Once the seed of doubt is planted, even a clean space can struggle to regain credibility. It's a harsh reality, but a stark reminder of just how much power perception holds.



That's why the most successful operators are thinking about cleanliness not just as a task, but as a guest experience strategy. They're investing in tools and training that ensure sanitation isn't reactive—it's baked into the daily rhythm. They're using task management systems to track routines, pairing cleaning checklists with photos or digital sign-offs, and integrating cleaning into service workflows instead of saving it for after-hours. Because if guests are going to judge a restaurant by its cover—and they will—then that cover better shine.

Technology is also playing a bigger role than ever in turning cleanliness into loyalty. From smart dispensers that monitor soap levels to sensors that track restroom usage, today's tools allow operators to maintain high standards without putting extra strain on the team. When paired with training videos, real-time alerts, and centralized data logs, those tools help ensure nothing slips through the cracks. The result is not just a cleaner space, but a more confident team and a more consistent guest experience.

However, technology only works if company culture supports it. Cleanliness isn't something you can fake. Guests can tell when a team takes pride in their space versus when they're going through the motions. Operators who lead by example, reward attention to detail, and treat cleaning as a cornerstone of hospitality are the ones who earn guest loyalty. At its heart, cleanliness is about care. And when guests feel cared for, they come back.

Restaurants that get this right are playing the long game. They understand that cleanliness isn't just about surfaces, it's about signaling to guests that their experience matters. A well-maintained space quietly communicates respect. It reassures diners that what's happening behind the scenes is just as cared for as what's on the plate. Guests might not remember the gleam of a countertop, but they'll remember how the place made them feel. And when that feeling is confidence and comfort, they'll come back for it again and again.

Sustainable Sanitation

Sustainable sanitation practices are becoming an integral part of the restaurant industry.

SUSTAINABILITY IS NO LONGER A BUZZWORD in the restaurant industry. Instead, it has become an expectation. Consumers are more environmentally conscious than ever, and restaurants are feeling the pressure to reduce their environmental impact. According to the National Restaurant Association's *What's Hot 2025 Culinary Forecast* report, sustainability and local sourcing have moved to the forefront of what consumers expect from restaurants. In fact, sustainability is now the leading trend influencing dining decisions, a shift driven by both planetary concerns and the rising demand for environmentally-responsible businesses.

As the restaurant industry recovers from the challenges of the pandemic, operators are looking for ways to streamline operations, enhance customer experiences, and keep costs under control. Sustainable cleaning and sanitation practices provide an ideal solution, helping restaurants meet not only operational goals but also the growing consumer demand for greener practices.

One of the most straightforward ways restaurants can integrate sustainability into their cleaning processes is by choosing eco-friendly products. In an industry known for heavy chemical use, switching to green alternatives can significantly reduce a restaurant's environmental footprint. This shift involves opting for biodegradable cleaners, reusable cleaning tools, and reducing reliance on single-use plastics. As restaurants embrace these changes, they not only reduce waste, they contribute to better indoor air quality for both staff and customers.



“Composting organic waste and separating recyclables are steps many restaurants are taking to ensure that less waste ends up in landfills.”



The trend toward sustainability also includes reducing water and energy consumption. Smart technology is revolutionizing the way cleaning tasks are performed, allowing restaurants to cut back on both water and energy use. For example, using dishwashers that require less water and energy can lead to substantial savings while still ensuring sanitary conditions. These technologies also streamline cleaning protocols, making them more efficient and less labor intensive. Additionally, washing dishes with cooler water at lower temperatures, as long as effective detergents are used, can reduce energy consumption while still maintaining cleanliness.

Another way for restaurants to promote sustainable sanitation is by rethinking their waste management strategies. Composting organic waste and separating recyclables are steps many restaurants are taking to ensure that less waste ends up in landfills. Beyond waste disposal, implementing an effective inventory management system can help minimize food waste, which in turn reduces the need for excessive cleaning and maintenance. The restaurant industry is becoming increasingly creative in finding ways to cut down on waste while maintaining the highest standards of hygiene.

For operators, the challenge often lies in finding the balance between maintaining cleanliness and meeting sustainability goals. However, this balance is achievable with careful planning and proper training. Staff members should be well versed in the best sustainable cleaning practices, and restaurants can incorporate sustainability into their training programs to foster a culture of environmental awareness. This training should extend beyond cleaning techniques and cover broader topics such as the importance of eco-friendly products, waste segregation, and the effective use of resources.

When it comes to guests, a restaurant's commitment to sustainable cleaning practices can significantly influence their dining choices. In fact, many consumers today prefer businesses that align with their values, especially those related to sustainability. As the What's Hot report highlights, sustainability has become a defining factor in restaurant selection for a significant portion of diners. Establishing transparent sustainability practices, such as using non-toxic cleaning supplies, can increase customer loyalty and even serve as a competitive advantage.

A sustainable approach to cleaning also supports long-term financial benefits. While some eco-friendly products or technologies may come with a higher upfront cost, the savings over time—due to reduced energy, water consumption, and waste management fees—are substantial. Moreover, as customers become more conscientious of their environmental impact, those businesses that champion sustainability can benefit from positive public perception and increased patronage. This can translate into increased sales, making sustainability not only a moral responsibility but a smart business move.

Incorporating sustainable sanitation practices can also help restaurants align with local regulations and certifications. With increasing government and industry standards pushing for more environmentally friendly operations, restaurants that adopt sustainable practices early on will be well positioned to meet compliance requirements, avoid potential fines, and gain recognition in the community as leaders in sustainability.



While many restaurant owners are already implementing green cleaning practices, the next frontier in sustainable sanitation is innovation. Advances in cleaning technology, such as automated cleaning systems and AI-powered sanitizing solutions, are beginning to take hold in the industry. These innovations help ensure that sanitation standards are met with precision, while minimizing the environmental impact. For instance, the use of UV light to sanitize surfaces can reduce the need for harsh chemicals, and robotic cleaners can operate without excessive energy consumption. Such innovations are making it easier for restaurants to meet stringent cleaning standards while staying true to their sustainability goals.

As sustainability becomes more ingrained in restaurant operations, customers will continue to seek out businesses that prioritize environmental responsibility. In this climate, restaurants that adopt sustainable cleaning and sanitation practices are not only protecting the planet—they are positioning themselves for success in a competitive, eco-conscious market.

The future of restaurant sanitation is one where environmental stewardship goes hand in hand with operational efficiency. Sustainable cleaning practices not only provide a cleaner, healthier dining environment

but also contribute to a larger movement toward a greener, more sustainable restaurant industry. As consumers continue to demand more from the businesses they support, those that make sustainability a core part of their identity will emerge as leaders in the industry. By investing in green cleaning technologies, reducing waste, and embracing sustainable practices, restaurants can build a reputation for being responsible stewards of both their business and the planet.

In the end, adopting sustainable sanitation practices is about more than just compliance or saving money—it's about aligning a restaurant's values with the growing environmental consciousness of today's consumers. The demand for sustainability is only going to increase in the years ahead, and those restaurants that respond to this demand will not only meet customer expectations, they'll thrive in an increasingly eco-conscious world.



How to Keep the Health Department Happy

Smart operators stay inspection-ready—anywhere, anytime.

THE HEALTH DEPARTMENT doesn't give out gold stars. Their job isn't to compliment the food, or note how great the service was. They're there for one reason: to protect public health.

That means looking closely at the details most guests will never see—and making sure nothing slips through the cracks. For restaurant operators, passing an inspection is table stakes. But consistently passing with confidence, especially across multiple locations and regulatory jurisdictions, requires something else: a rock-solid operational foundation.

The challenge, especially for larger brands or regional chains, is there's no universal playbook. Health and safety regulations vary dramatically from one city or state to the next. What's mandatory in one county might be optional—or even discouraged—in another. Some jurisdictions require hourly temperature logging. Others

want digital records of sanitizer concentrations. Still others have unique rules around glove use, handwashing signage, or cooling procedures for prepared foods. For operators trying to standardize processes across a network of restaurants, the patchwork of requirements can feel like a moving target.

And that's just the written rules. Each health inspector brings their own lens, shaped by experience, local concerns, and regional training. What one inspector flags as a critical violation, another might see as a best practice. For teams on the ground, that inconsistency can create stress—and for operators overseeing multiple locations, it can lead to operational whiplash. The temptation is to chase compliance from one inspection to the next. But the more effective strategy is to build systems that anticipate variation, account for nuance, and promote consistency from within.

That starts with a culture of readiness. The restaurants that perform best under inspection pressure are the ones treating food safety as a daily discipline, not a quarterly event. They don't just clean when someone's coming. They clean because it's what they do. That mindset filters down to every level of the team. It's reflected in how staff log temperatures, how managers verify cleaning checklists, how back-of-house teams label and store ingredients, and how everyone—from line cook to general manager—thinks about the flow of food through the building.



“What one inspector flags as a critical violation, another might see as a best practice.”

Technology is making compliance easier. Digital task management systems allow operators to customize cleaning and compliance routines by location. If one state requires a specific sanitizer concentration or mandates hair restraints in the kitchen, the system can push reminders and track completion automatically. Logs are stored in the cloud, time-stamped, and ready for review—no more crumpled paper checklists or forgotten clipboard routines. That kind of documentation doesn't just help pass inspections. It builds confidence. When an inspector asks to see a temperature log or cleaning record, staff don't have to scramble. They know exactly where it is.

Automation is also gaining traction in areas that used to rely heavily on memory or manual labor. Smart dish machines, for example, can track wash cycles, detergent levels, and final rinse temperatures in real time. If something goes out of spec, the system sends an alert. That closes the loop on a common inspection red flag without adding pressure to the team. The same goes for chemical dispensers that mix sanitizers at the correct dilution every time, or sensors that monitor cooler temperatures and notify staff before spoilage becomes a problem. These tools aren't just labor savers—they're peace of mind.

Still, no amount of technology can replace training. The best-run restaurants invest time and energy into helping their teams understand why compliance matters. It's not about avoiding fines or passing a test. It's about protecting the people they serve. When employees see themselves as stewards of food safety, they take more ownership. They check labels more carefully. They wash hands more frequently. They keep cold food cold and hot food hot, not because a manager is watching, but because they understand what's at stake. That's the kind of culture that shows up when the health department walks in unannounced—and it's often what separates a good score from a great one.

For multi-unit operators, the key is finding the balance between standardization and flexibility. Core food safety practices—like proper handwashing, labeling, and equipment sanitation—should be non-negotiable across the board. But the systems used to implement and track those practices may need to adapt by location. That's where centralized oversight becomes critical. Operators who regularly audit their locations, share best practices across teams, and keep up with evolving local regulations are far more likely to stay ahead of compliance challenges. The most successful ones don't view inspections as disruptions, but as opportunities to validate that their systems are working.

Transparency with local health officials also plays a role. Building rapport with inspectors can make a big difference, especially in areas with ambiguous or evolving rules. When operators demonstrate that they're proactive, open to feedback, and committed to maintaining a safe environment, it sets the tone for a more collaborative relationship. That doesn't mean every inspection will go perfectly. But it does mean the process is less adversarial—and that small issues are more likely to be handled as opportunities for improvement rather than grounds for a citation.

At the same time, operators have to be realistic about the pressure their teams face. Line cooks and dishwashers aren't regulatory experts. General managers might be juggling dozens of tasks when the inspector shows up. That's why systems and support matter. When expectations are clear, tools are in place, and routines are reinforced through daily practice, compliance becomes second nature. And when a team is inspection-ready at all times, they don't panic when the clipboard appears.

Most violations don't stem from malice or laziness. They come from gaps in training, inconsistencies in execution, or unclear expectations. These are problems that can be fixed with the right attention, tools, and leadership.

At the end of the day, keeping the health department happy isn't just about compliance. It's about showing that you take food safety seriously, every day, in every unit, regardless of who's watching. That level of commitment doesn't just prevent violations. It builds pride, strengthens teams, and protects the reputation operators work so hard to earn.





Sanitation is a Team Sport

The right sanitation partner should offer training, technology, and peace of mind—not just sell products—they offer.

RUNNING A RESTAURANT is hard enough without having to second-guess cleaning products, procedures, or protocols. But for many operators, sanitation is still treated as a line item—something to check off, order when it runs out, and deal with only when problems arise. That kind of reactive approach might have worked in the past, but today's food-service environment demands more. More consistency. More accountability. More support. That's exactly where the right cleaning and sanitation partner can make all the difference.

Working with a specialized sanitation company isn't new, but the way those relationships function has evolved. It's no longer just about buying chemicals or dispensers. It's about building a partnership that supports every layer of operations, from training and compliance to equipment maintenance and brand protection. A strong sanitation partner doesn't just sell a product. They walk the floor, talk to the team, and help operators understand what's working, what's missing, and how to bridge the gap between where they are and where they need to be.

Increasingly, partners also help cultivate a deeper sense of ownership within the restaurant team itself. When a sanitation partner provides transparent metrics, clear processes, and responsive support, employees become more engaged and understand how their work contributes to the larger operation. Empowering the team in this way often leads to stronger retention and a sense of pride that can be difficult to achieve with top-down directives alone. The best partners help operators build that culture organically, through consistency and credibility.

For operators overseeing multiple locations or working across diverse geographic regions, the value of that kind of partnership multiplies quickly. Food safety regulations vary from state to state, and even county to county. What passes inspection in one market might fall short in another. A partner with national reach and localized expertise can help navigate those variations without creating chaos at the unit level. They can customize cleaning protocols based on local regulations, streamline training across a brand's footprint, and provide real-time support when things go sideways. When a health inspector walks in unannounced, that behind-the-scenes partnership becomes the operator's safety net.

As restaurants continue to navigate labor constraints, shifting consumer expectations, and rising costs, the role of a sanitation partner is also becoming more strategic. Operators are beginning to track the ROI of sanitation the same way they would marketing or tech investments: fewer re-inspections, higher guest satisfaction, and improved staff performance.

But the benefits go beyond compliance. Cleaning and sanitation partners often bring access to tools and technology that independent operators might otherwise struggle to source or manage on their own. For instance, smart dispensing systems ensure chemical concentrations are accurate every time. Digital platforms track cleaning schedules, training completion, and product usage across multiple units. Service teams can monitor equipment remotely, flag maintenance needs before they become service interruptions, and replenish supplies proactively. That kind of insight allows operators to run leaner, more efficient teams while maintaining higher standards of cleanliness and safety.

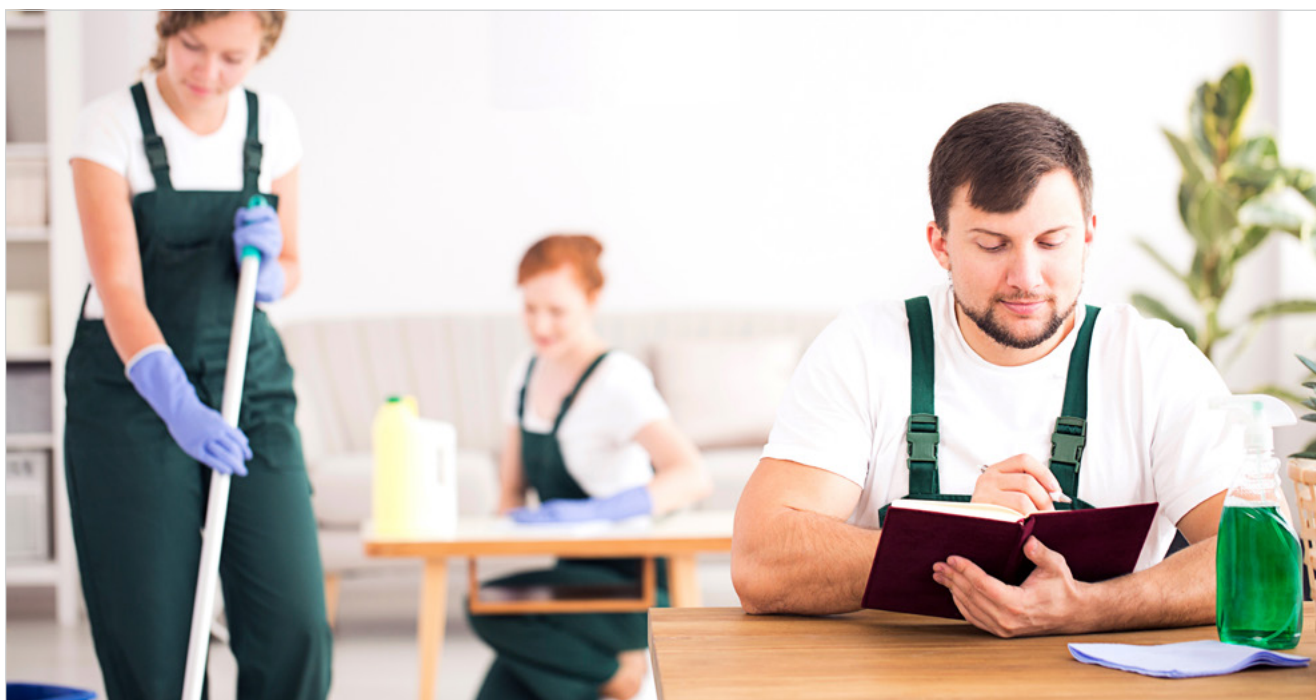


Then there's training. In a labor market defined by turnover and short staffing, keeping everyone up to speed on cleaning procedures is a constant challenge. A solid sanitation partner will have systems in place to make training simple and scalable. That might mean on-demand videos in multiple languages, quick reference guides tailored to each cleaning zone, or live demonstrations for new team members. The best partners explain why this matters, connecting the dots between a properly cleaned slicer and a safe sandwich, or between consistent handwashing and public health. When teams understand the "why" behind the "how," they're more likely to take ownership—and less likely to cut corners when no one's watching.

Another advantage of partnering with a professional cleaning company is having a direct line to subject matter experts. These experts live and breathe sanitation and stay ahead of industry trends, regulatory updates, and emerging threats. When new health codes are passed or supply chain issues impact chemical availability, they're often the first to know and bring that information straight to the client. This kind of proactive guidance helps operators avoid surprises and pivot before problems escalate. It also means having someone to call when things go wrong. A sanitation partner can help troubleshoot issues in real time, offer documentation support for health inspections, and recommend corrective actions when violations occur. That kind of backup is invaluable when the pressure is on.

Of course, not all sanitation partners are created equal, and not every product supplier is equipped to provide strategic support. That's why it's critical for operators to evaluate potential partners with the same rigor they apply to choosing a POS system or food distributor. The relationship should go beyond transactions. Operators should be looking for a company that understands the nuances of an operation, is responsive to its needs, and offers real-world solutions—not just a catalog of products.

The best partners act like an extension of the team. Showing up on site, asking questions, and digging into what's working and where the pain points are. Tailoring support to fit the realities of the restaurant—not the other way around. If a location is short-staffed, they recommend time-saving tools. If a team struggles with training, they bring new resources. If compliance scores are inconsistent across units, they help uncover the root causes. That kind of relationship isn't built overnight, but when it's cultivated and allowed to flourish, it can make a noticeable difference in operations.



It also creates brand protection. In a world where reputational damage spreads faster than a norovirus outbreak, having visible, consistent, high-quality sanitation practices matters more than ever. Guests are paying attention. They notice when bathrooms are clean, when hand sanitizer stations are stocked, and when staff sanitize high-touch areas between seatings. They notice when a place feels cared for and when it doesn't. A sanitation partner can help ensure that what the guest sees reflects what the operator intends. That kind of alignment builds trust, and trust builds loyalty.



Additionally, there's the operational upside. Preventive maintenance on cleaning equipment extends its lifespan and reduces costly downtime. Proper chemical usage lowers product waste and minimizes safety risks. Well-trained teams are more efficient, make fewer mistakes, and need less oversight. Over time, all those efficiencies add up. What starts as a cleaning solution becomes a cost-saving solution, a staffing solution, a compliance solution, and ultimately, a guest experience solution.

There's also something to be said for peace of mind. Restaurant operations move fast. There are always fires to put out—sometimes literally. When an operator knows that their cleaning systems are dialed in, their staff is trained, and their products are consistent, it frees up time to focus on other things like menu development, hospitality, and growth. That sense of security isn't just good for business, it's good for morale. Teams that feel supported perform better. When sanitation stops being a source of stress and starts being a source of strength, the whole operation benefits.

For many restaurant leaders, the idea of outsourcing cleaning support may feel unnecessary or even expensive at first glance. But the reality is that the cost of inconsistency, poor training, or non-compliance is often much higher. Health code violations, negative reviews, customer illness, and staff turnover all take a toll. Partnering with an expert helps reduce those risks. It adds a layer of oversight, support, and strategy that's difficult to replicate internally—especially when time and resources are limited.

Ultimately, the decision to work with a sanitation partner is about setting a standard and creating systems that support the brand's values and make life easier for everyone from the dishwasher to the district manager. It's about choosing to be proactive instead of reactive. In an industry where the stakes are high and the margins are tight, those choices matter.

Operators who understand this aren't just investing in sanitation. They're investing in quality, safety, and trust. They're choosing to work with people who understand the business inside and out and who bring value long after the delivery truck pulls away.



The Labor-Saving Sanitation Technologies Transforming Operations

Smart sanitation technologies are doing more than just keeping things clean—they're helping operators save time, reduce turnover, and protect their bottom line.

THERE WAS A TIME WHEN cleaning the kitchen was as simple as handing someone a checklist and a mop. But those days are long gone. Today's foodservice landscape demands more—more accountability, more transparency, and a lot more efficiency. As labor challenges persist and expectations around cleanliness remain high, restaurant operators are leaning into something new: automation and intelligent sanitation tools that not only maintain hygiene standards but also save time and money in the process.

What's changing isn't just the tools, but the mindset. Sanitation is no longer seen as a back-of-house afterthought, it's a frontline business function. It touches brand image, customer perception, employee morale, and even revenue. A spotless dining area or a well-maintained restroom might not win a guest over on its own, but a dirty one will almost certainly lose them. Operators are recognizing that investment in cleaning tech isn't a luxury—it's a necessity.



As such, cleaning and sanitation in restaurants is being reimagined. New technologies are streamlining the grunt work, guiding staff through tasks with precision, and even automating some of the most time-consuming responsibilities. It's not just about replacing elbow grease with algorithms—it's about giving teams the tools they need to do their jobs faster, better, and with less stress.

One of the most visible shifts is happening with task management platforms. When integrated with cleaning regimens, these systems go far beyond static checklists. They provide real-time visibility into what's been done, what still needs to be completed, and where issues might be hiding. For busy operators managing multiple locations—or even just a lean team during a lunch rush—that kind of clarity is gold.

And it's not just about tracking tasks—it's about driving accountability. Some systems now allow for photo uploads or digital sign-offs at key cleaning checkpoints. That kind of visual verification gives managers an easy way to audit compliance remotely. Instead of walking the floor to check if the trash was taken out or the walk-in was sanitized, they can verify from their phone, tablet, or POS dashboard. This level of transparency creates a culture where details matter and corners are less likely to be cut.

Today's task management tools can be configured to match the unique cleaning protocols of each brand or franchise. They can push alerts when high-touch areas need to be sanitized again or flag tasks that are overdue. And when paired with visual training resources like short videos or animated walkthroughs, they become more than just a to-do list—they become an on-demand training platform. That's a game-changer for onboarding new hires or reinforcing procedures with existing staff, especially when turnover is high and in-person training isn't always feasible.

Some platforms even use AI to analyze performance data over time. If a particular task is routinely skipped or takes longer than expected, managers can be notified instantly. That level of insight allows operators to proactively adjust staffing levels, modify cleaning schedules, or dig into the root of the problem. It's like having a virtual supervisor on the floor, but one that doesn't take breaks or call in sick.



Automation is also making its way into places that once seemed immune to tech-driven change. Back-of-house cleaning tools have evolved dramatically in recent years. Equipment like self-dispensing chemical stations now eliminate the need for manual mixing, reducing the risk of incorrect dilution ratios that could compromise food safety. Smart dish machines monitor water usage, chemical levels, and wash temperatures in real time, alerting staff if something falls out of spec. And robotic floor scrubbers—once reserved for big box stores—are becoming more common in restaurants, especially in high-volume or 24-hour operations where floor care can't wait for a lull.

In fact, robotic floor scrubbers are evolving in ways that go beyond simple cleaning. Some models are now equipped with route-learning AI that improves performance over time, optimizing paths based on restaurant layout and foot traffic patterns. Others include safety sensors that allow them to operate during open hours without disrupting guests or staff. For operators with large footprints—think airport locations, food halls, or massive dining rooms—this technology can save hours of labor each week.

Another growing area of automation is chemical management. Inaccurate chemical mixing not only leads to wasted product and inconsistent results, but it can also present serious food safety risks. That's why some newer systems now feature closed-loop dispensing, which ensures the right amount of product is used every time. These systems are designed with operators in mind—featuring color-coded cartridges, intuitive interfaces, and real-time alerts when supplies run low. That means employees don't have to guess, and managers don't have to double-check. The process becomes nearly foolproof.

The goal isn't to eliminate human effort entirely. It's to make that effort count. Automation helps fill in the gaps where labor is stretched thin. It reduces the chance of human error and frees up employees to focus on tasks that require a human touch—like customer service, food prep, or team leadership. It also creates consistency, which is critical in food safety. Let's be honest: a mop wielded at the end of a double shift simply doesn't cut it. Smart machines don't get tired, and they don't cut corners.

Front-of-house applications are starting to emerge as well. Touchless soap and sanitizer dispensers are now the standard, but newer models can actually track usage levels and send alerts when refills are needed. In the dining room, UV sanitizing devices are being tested for use on tabletops and high-chairs, offering a high-tech complement to standard surface wipes. These tools don't just enhance cleanliness—they offer a visible reassurance to guests that hygiene is a top priority. That kind of reassurance is no longer optional. It's a competitive differentiator.



Visibility extends to review platforms as well. Operators are starting to realize that guests notice cleanliness as much as they notice food quality—and they're not shy about posting praise or complaints online. Some operators have begun using digital signage or tabletop displays to highlight the sanitation tech in use, reinforcing their commitment to cleanliness. It's a subtle move that can turn a potential hygiene concern into a selling point, especially for families with young children or immunocompromised guests.

Still, even the smartest systems can't succeed without buy-in from the team. Technology works best when it's intuitive, accessible, and fully integrated into daily operations. That means training plays a central role—not just during onboarding, but throughout the employee lifecycle. And that's where technology circles back to support itself. The best task management systems include embedded training videos, searchable SOPs, and even gamified elements to keep employees engaged. When used correctly, these tools help demystify cleaning standards and empower employees to take ownership of their work.

“Restaurants that begin investing in foundational technologies now—task management platforms, automated dispensing systems, training integrations—will be better positioned to adopt more advanced tools down the line.”



At the same time, all this data—what was cleaned, when, by whom—can now be captured and stored in the cloud. That’s increasingly valuable from a compliance standpoint. If a health inspector or third-party auditor wants to see proof of consistent cleaning practices, operators can deliver a full digital record with a few clicks. It adds a layer of defensibility that analog systems simply can’t match. And in an era when reputational damage from a sanitation misstep can spread across social media faster than the flu, that extra protection matters.

Looking ahead, the potential for automation in restaurant cleanliness is only growing. AI-driven monitoring systems could one day use video analytics to confirm whether surfaces have been wiped properly or whether an employee washed their hands after a break. Smart sensors embedded in restrooms or kitchen stations might detect spills, cross-contamination risks, or irregular cleaning patterns. Voice-activated task check-ins or wearable devices could allow employees to log completed jobs without breaking their workflow.

Imagine a scenario where a restroom sensor detects low soap levels and instantly sends a notification to the shift lead’s smartwatch. Or a kitchen camera identifies a missed wipe-down on the prep line and sends a gentle, anonymous alert through the task app. These aren’t just ideas—they’re the natural evolution of the tech we already have. Operators who stay ahead of this curve will not only benefit from labor savings but also from a level of operational control that simply wasn’t possible a decade ago.

These concepts may sound futuristic, but they’re not far off. And the restaurants that begin investing in foundational technologies now—task management platforms, automated dispensing systems, training integrations—will be better positioned to adopt more advanced tools down the line.

In an environment where labor will likely remain tight for the foreseeable future, that kind of forward thinking isn’t just smart—it’s essential. The restaurants embracing these innovations aren’t just keeping up with cleaning protocols. They’re redefining what it means to run a safe, efficient, and future-ready operation. And they’re proving that cleanliness, when powered by the right technology, doesn’t have to be a burden. It can be a strategic advantage.



MORE TIME TO PREP FOR "DOORS OPEN"



Between chopping vegetables and firing up the grill, there's always more to do before the open sign gets flipped over. With **Ecolab Labor Savers**, a collection of nine efficient, effective cleaning and organizing products, you can save time spent on cleaning and devote more time to prep. So, when you flip the locks, you're ready for the rush.



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



The Unexpected ROI of Advanced Cleaning Solutions

Smart sanitation systems hold a key to higher profits and happier employees.

STAFFING SHORTAGES are a constant headache for restaurant operators, leading many to search for out-of-the-box solutions to help manage labor while still meeting guest expectations. It might not be the first thing operators think of, but one of the most effective ways to achieve these goals is through the adoption of advanced cleaning solutions.

While the initial expense of implementing such systems may seem like a burden, a deeper look reveals a significant return on investment (ROI). A comprehensive cleaning and sanitation strategy encompasses more than just purchasing cleaning products. Smart sanitation

systems not only step up a restaurant's food safety and compliance game, they can improve operational efficiency, training, and long-term cost savings, too. Investing in high-quality products and systems can also prevent costly health code violations, improve brand reputation, and up staff productivity.

"We're seeing a big shift in how operators view sanitation solutions," says Tony Neuman, director of foodservice marketing, institutional, at Ecolab. "Operators have gotten out of pandemic-related survival mode and are now willing to step back and consider the total value of products, not just the cost."

This shift in perspective is a key factor driving the increased adoption of smart sanitation technologies. When cleaning processes are faster and more efficient, employees have more time to focus on higher-value tasks, such as customer service and food preparation.

The results of adopting these smart systems are often immediate and tangible. Ecolab's low-temp dish machine, for example, reduces the time it takes to clean a rack of dishes by 20 percent, from 90 seconds to 67 seconds (visit [Ecolab.com/LaborSavers](https://www.ecolab.com/LaborSavers) to learn more). By reducing dishwashing time, restaurants can process more orders

and serve more customers, which increases overall revenue and reduces the need for extra staff in the dish pit. In other words, operators can start saving time and money the day the machine is installed.

And Ecolab doesn't just provide cleaning products and machinery—it delivers a full suite of services to optimize restaurant operations. Take the case of the dish machine:

"If your dish machine is down, your whole restaurant can turn into chaos," Neuman says. "We can help make sure that the dish machine is running perfectly and all of your chemistries are set up at the right concentrations for maximum effectiveness."

The development of a robust cleaning and sanitation program goes beyond the efficiency goal; it's about ensuring safety, performance, and compliance. Many restaurant operators assume that cleaning products need to be harsh and potentially dangerous to be effective. However, Ecolab focuses on creating products that are safe for staff to use while still being highly effective.

"People often think that bleach or high-pH products are the only way to achieve results, but we're able to deliver safe, effective cleaning without the need for harsh chemicals," says Katie Molinaro, director of research and development at Ecolab's Institutional Foodservice sector.

This approach is especially important in the restaurant industry, where employees are often handling food and interacting with customers.

"If we can move to products that don't require personal protective equipment (PPE) then that obviously is an inherently safer chemistry to use," Molinaro says. "When products do require PPE, then we try to figure out how to eliminate the possibility that somebody would actually come into contact with it in those concentrated forms. We use closed-loop packaging, dispensers, and things like that to make sure



that what we are giving our customers is effective, but also safe to use."

Ecolab's focus on delivering total value for customers is key to its success. Its comprehensive approach goes beyond just providing cleaning products; it helps ensure ongoing success with hands-on support and training tailored to each operation's unique needs.

"We're not just selling products; we're partnering with our customers to help them optimize their operations," Molinaro says. In addition to the traditional on-site service specialist support, "If something goes wrong, we offer virtual troubleshooting to keep things moving."

Another value proposition is Ecolab's training and support. Traditional training manuals and in-person sessions are often ineffective, especially in fast-paced environments like a restaurant. Ecolab is addressing this issue through innovative digital training solutions.

"It comes down to how can you

"We can help make sure that the dish machine is running perfectly and all of your chemistries are set up at the right concentrations for maximum effectiveness."

simplify procedures, and how to deliver things like on-demand, digital training at the point of needing it," Neuman says. "For example, QR codes placed where a task needs to happen allow employees to scan and get a quick, 30-second or one-minute video showing them how to complete a crucial process." In recent years, they've created a library of videos that are accessible in multiple languages and available on a smartphone.

Another way Ecolab benefits its partners is helping to maintain compliance with health regulations—a non-negotiable aspect of restaurant operations. Navigating food safety requirements across regions can be a daunting task for operators with multiple locations.

"Some suppliers are going to be



better experts than others in helping you navigate that," Neuman says. "If you have a restaurant chain with locations in several states, the laws are different. You need a partner who understands those differences and helps you stay compliant."

Ecolab's tailored solutions are designed with these regional differences in mind. The company helps operators meet local health codes and food safety standards by offering products that are compatible with various types of equipment and facility conditions.

"Operators need to be aware of local variations in food codes and health regulations," Molinaro says. "By partnering with a trusted supplier, they can ensure their cleaning processes are consistent with regional laws, reducing the risk of violations."

Sustainability is another high pri-

ority for restaurants, not just for environmental reasons—which are increasingly important to many consumers—but also as a means to lower costs. Restaurants are looking for ways to reduce their water and energy usage, and Ecolab is helping operators achieve this through its science-backed cleaning solutions.

"We try to reduce water and energy usage wherever we can," Molinaro says. "From a formulation and equipment perspective, we ensure that we're minimizing water and energy while still maintaining high sanitation standards. Our dispensers help operators use the right concentration of chemistry and the correct amount of water, preventing overuse and waste."

These sustainable solutions not only help restaurants lower their environmental footprint, they also

result in substantial cost savings. By using products that are more efficient and require less water and energy, restaurants can reduce their utility bills without compromising the quality of their cleaning efforts. This combination of sustainability with operational efficiency helps restaurants navigate both environmental and economic pressures.

Another area that can improve ROI is automation. Although automation in the restaurant industry is typically associated with front-of-house features like ordering kiosks or self-service payment systems, it's becoming an increasingly important tool in cleaning and sanitation. Automation allows operators to maintain the high standards of cleanliness required for health code compliance, while reducing the burden on staff.

"We're always looking for opportunities to use automation to improve sanitation and streamline operations," Molinaro says.

Smart cleaning and sanitation systems offer a powerful solution to many of today's most pressing operational challenges. Making cleaning faster, safer, and more efficient can help restaurants improve labor efficiency, reduce costs, and ensure compliance with health regulations. The result is a stronger bottom line and a more sustainable business model for operators. By embracing the power of cleaning and sanitation to improve business operations—and the bottom line—restaurants can ensure that their operations remain competitive and resilient.

"As the industry continues to recover and adapt, smart sanitation systems will become an even more integral part of successful restaurant operations," Neuman says. "The ROI is clear—by investing in efficient cleaning solutions, restaurants can save time, reduce costs, and improve their overall performance."

By Davina van Buren

DISCOVER HOW ECOLAB CAN HELP TRANSFORM YOUR RESTAURANT AT [ECOLAB.COM/LABORSAVERS](https://www.ecolab.com/laborsavers).



MORE TIME TO CATCH YOUR BREATH



After a day on your feet prepping and cooking and serving and managing, you're ready for a break. With **Ecolab Labor Savers**, a collection of nine products designed to save you up to 4 hours a day*, you can get through the nightly sanitizing, labeling and grill cleansing faster. And that means more time for you.



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

*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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These Cleaning and Sanitation Products Can Help Free Up to 4 Hours of Labor Each Day

Take the guesswork out of cleaning and sanitation.

IN BUSINESS, TIME IS MONEY—and few areas consume more labor hours in a restaurant than cleaning and sanitation. Labor costs have always been a major concern for restaurateurs, but with minimum wage increases and staffing shortages on the rise, operators are looking for new ways to save money without sacrificing cleanliness or food safety.

Ecolab's Labor Savers Program aims to do just that with a set of nine products designed to reduce the time spent on cleaning, washing, and labeling in restaurants. According to Tony Neuman, director of foodservice marketing, institutional at Ecolab, the program can save operators up to 4 hours of labor each day (visit [Ecolab.com/LaborSavers](https://www.ecolab.com/LaborSavers) to learn more).

The Labor Savers Program was created with both efficiency and effectiveness in mind. The products tackle common cleaning challenges in commercial kitchens, from grease

buildup to dishwashing, while reducing the need for time-consuming manual labor. One of the biggest (yet often overlooked) issues in restaurant cleaning is grease management.

"We see a lot of issues related to grease," Neuman says. "It makes a mess and can also attract pests, which leads to all sorts of cleanliness issues."

Restaurants often struggle to find a balance between using powerful degreasers and ensuring employee safety. Highly caustic products may be effective, but can require the use of personal protective equipment (PPE), adding time and complexity to the cleaning process. On the other hand, natural solutions may not be effective enough to meet food safety standards.

Ecolab's High Temp Grill Cleaner strikes the right balance. Typically, the grill cleaning process requires

shutting down the grill, waiting for it to cool, applying a cleaning product, scrubbing with a brick, rinsing, and repeating if necessary. This product, however, is formulated to remove baked-on carbon and grease without cooling the grill.

"It's approved for incidental food contact," Neuman says. "If you think of a flat-top grill, you can cook on one side, spray this product on the other while the griddle is hot, clean it off, and then switch sides and do that again."

By allowing operators to clean while the grill is still hot and in use, Ecolab's product can save nearly 20 minutes per cleaning, or an hour of cleaning time per day for restaurants that serve breakfast, lunch, and dinner.

Another standout product in the Labor Savers lineup is Greaselift™ Degreaser & Fryer Cleaner. Traditional fryer cleaning requires filling the unit with water, adding chemi-



ECOLAB



cals, and heating the solution for an extended period before scrubbing and rinsing. This process is not only time-consuming but also exposes employees to hot water and caustic chemicals.

"This is a degreaser and fryer cleaner that allows fryers to be cleaned without boiling out," Neuman says. "As a general degreaser, PPE isn't required when used as directed." Users simply spray the foam-based cleaner onto greasy surfaces, let it sit, and wipe it away.

Beyond grill cleaners and degreasers, the Labor Savers Program includes several other products designed to optimize kitchen workflows. For example, its Smart-Power™ Dishmachine Detergent is formulated to work effectively at lower wash temperatures, which reduces energy consumption.

When paired with TRUPOWER™ Enzymatic Manual Detergent & Soak—an ultra-concentrated pot and pan detergent soak that breaks down cooked-on food—operators can save 18 minutes a day due to 50% less scrubbing (visit **Ecolab.com/LaborSavers** to learn more).

For the ultimate dishwashing experience, the ELT Dishmachine offers exceptional one-pass performance and takes just 67 sec-

onds to clean a load of dishes. Most machines take at least 90 seconds—so when you're running the machine dozens or even hundreds of times per day, the time savings add up quickly.

For labeling and food safety compliance, Ecolab offers Prep-n-Print™ Flex Food Labeling. Cloud-based, it saves 20 seconds per label versus handwriting, enabling fast, accurate printing of shelf life, nutrition, ingredients, grab 'n go, and tamper-evident labels.

Other solutions in the lineup include Rapid Multi Surface Disinfectant Cleaner for cleaning tables and other hard surfaces; No-Rinse Alkaline Floor Cleaner, which saves time by eliminating the rinsing step; and Sink & Surface Cleaner Sanitizer.

According to Neuman, cleaning is often viewed as a necessary burden rather than a core part of the restaurant business—so making tasks easier for staff is essential to help ensure sanitation protocols are followed consistently. Simplified procedures and accessible training can make a significant impact. Digital, on-demand training—such as QR codes placed where tasks need to happen—allows employees to quickly scan and watch a short, step-by-step video instead of flip-

ping through a physical manual. It's a more practical, intuitive approach that mirrors how people use YouTube for home repairs.

Another key factor is using multi-purpose cleaning products. Restaurant staff, especially at the end of a shift, may grab whatever is convenient to finish their tasks quickly. By providing fewer but more versatile products that cover multiple cleaning needs, operators can help ensure proper sanitation while reducing the chance of staff using the wrong products. When cleaning is easier on staff, restaurants can improve compliance, reduce mistakes, and create a more satisfying work environment for employees.

"No one opens a restaurant to clean it, but it's important to do it well," Neuman says. "If you don't have easy-to-follow procedures with products that work well, and things don't get done, it creates much longer-term problems."

A clean kitchen isn't just about aesthetics—it directly impacts food safety, guest satisfaction, and profitability. Poor cleaning practices can lead to major operational challenges, including health department violations, equipment damage, and reduced employee satisfaction, which leads to higher turnover. By simplifying cleaning procedures and reducing manual effort, the Labor Savers Program helps restaurants maintain high hygiene standards without overburdening staff.

In a time when labor is scarce and every minute counts, Ecolab's Labor Savers Program offers restaurant operators a smarter, safer way to tackle cleaning and sanitation. By streamlining time-consuming tasks and empowering staff with easy-to-use tools and training, the program helps ensure food safety, operational efficiency, and a more productive kitchen environment.

By Davina van Buren

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THE NINE THAT SAVE THE TIME



SAVES
53
MIN/DAY*

**Grease Express™ High
Temp Grill Cleaner**



SAVES
18
MIN/DAY*

**TRUPOWER™ Enzymatic
Manual Detergent & Soak**



SAVES
12
MIN/DAY*

**Greaselift™ Degreaser
& Fryer Cleaner**



SAVES
26
MIN/DAY*

**Sink & Surface
Cleaner Sanitizer**



SAVES
8
MIN/DAY*

**Rapid Multi Surface
Disinfectant Cleaner**



SAVES
11
MIN/DAY*

**No-Rinse Alkaline
Floor Cleaner**



SAVES
26
MIN/DAY*

**SMARTPOWER™
Dishmachine Detergent**



SAVES
107
MIN/DAY*

ELT Dishmachine



SAVES
33
MIN/DAY*

**Prep-n-Print™ Flex Food Labeling
Prep-n-Print™ with Flex 2" Printer**

The **Ecolab Labor Savers** do more than make clean environments. They make minutes. These nine effective, efficient products can save you up to 4 hours per day*. And that means more time for creating dishes, meal prepping, making family meals, sautéing up the specials, turning tables or simply getting to "lights out" sooner. And that means more time for you.



**Start your customized
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