

WATER & CO. THE GRUNDLAGE FÜR EIN PERFEKTES ERGEBNIS

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Editorial

Water experts today

W Water experts can work together with suppliers and customers.

The customer wants a perfect solution tailored to their individual needs at reasonable prices, without extra service and additional maintenance costs. After a professional analysis of the current situation and the determination of the target solution, the focus is on the networked and coordinated work of the suppliers. Only when water treatment specialists, kitchen planners, machine manufacturers, chemical and service suppliers, and, of course, the customer's dishwashing service employees closely monitor installation and commissioning can ongoing operations continue smoothly and without any loss of quality. These efforts result in optimal dishwashing and cleaning results and

the longevity of the high-quality systems. Thorough planning, targeted investment, and competent direct marketing stand for cost-effectiveness and benefits "Made in Germany" for all customers in the catering, hotel, hospital, retirement home, and communal catering sectors who place the highest demands on hygiene and cost-effectiveness. This interaction between experts opens up a successful future market for all involved.

Karl Klütsch



You can find this and other information on the subject of water in the current issue of the magazine "WASSERFIBEL - Welt des Wassers" (Water Alphabet - World of Water).

www.wasserfibel.com

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WAL KINTEC[®]

ON HOT HOT TOPIC!

EVERYTHING FROM A SINGLE SOURCE

CONSULTING
PLANNING
EXECUTION
SERVICE



Water quality ACCOR standard

Subject: Water quality at ACCOR - Hotel industry

Consumers	Required water quality
Rack transport dishwashers	Filling with (blended) soft water, cold, 0-3° dH (via water softener) Rinsing with (blended) osmosis water, cold, 0° dH, blended to a conductivity of 15-80 µS/cm
Universal/pot dishwasher	As pot dishwasher (blended) soft water, cold, 0-3° dH (via water softener) As cutlery dishwasher (cut) osmosis water, cold, 0° dH, cut to conductivity of 15-80 µS/cm
Glass washing machines	(blended) osmosis water, cold, 0° dH, blended to a conductivity of 15-80 µS/cm
Hot air steamer	Aquamix blended water, see coffee machine, Ice cube maker with conductivity up to 250 µS/cm salt content or 3-4° carbonate hardness Alternatively -> (blended) soft water, cold, 0-3° dH (via water softener)
Variocookers, bain-maries, cooking kettles	(blended) soft water, cold, 0-3° dH (via water softener)
Coffee machines	Aquamix blended water -> osmosis water blended with soft water (blended to 250 µS/cm salt content or carbonate hardness of 3-4°) AQUAMIX ONLY IN CONJUNCTION WITH BLUEWAL CONCEPT SYSTEM!

Soft water, cold, blended to 0-3° dH if necessary:

Softened to a hardness of less than 0.5° dH using a softening system and then blended to a residual hardness of 0 to 3° dH, depending on requirements.

(Reverse) osmosis water, cold, diluted to a residual conductivity of 15-80 µS/cm:

Desalinated using a reverse osmosis system and blended with soft water to a conductivity of 15-80 µS/cm.

Aquamix blended water:

Desalinated using a reverse osmosis system and then blended in the Aquamix system, usually with soft water (alternatively with hard water), to a conductivity of up to 250 µS/cm or a carbonate hardness of 3-4° KH.

Water & chemicals

Cooperation in the market

NAccording to chemical supplier Ecolab, the increasingly difficult cleaning and rinsing situation in the catering and housekeeping sectors is clearly related to the specified water quality. It is becoming increasingly difficult to achieve acceptable results in the area of rinsing and cleaning in the overall network of water, rinsing, chemicals, service, and F&B.



Based on these findings, chemical supplier Ecolab has been working closely with equipment manufacturer WAL Wassertechnik for some time. Together, they have developed what customers need: a coherent concept with the option of all services. "from a single source." It was time to develop a cost-effective, high-quality solution and offering for the catering market that would make life easier for restaurateurs. The result is called "EcoTemp Carefree Concept." The complete package from Ecolab includes dishwashing

Machines, water, chemicals, and service—all from a single source. The offerings include an under-counter osmosis system, a hood and under-counter dishwasher, and the necessary and optimal chemicals, including the proven Ecolab service. The special highlight is that the equipment is available for rent! This offers customers sensible financing and an economical solution at the same time, as they do not have to make any new investments. In plain language, this means that the customer's working capital is protected. In addition to its success on the German market, this complete solution has also established itself in other test markets such as Austria, Switzerland, and other European countries. The "EcoTemp Carefree Concept" has also proven its effectiveness through the jointly developed and supported ACCOR quality standards in the cleaning and dishwashing sector, the "EcoTemp Carefree Concept" has proven its effectiveness. Satisfied customers in hotels, restaurants, catering, and institutional catering, as well as clinics and retirement homes, confirm that the offerings of this system are convincing. Ecolab Deutschland GmbH and the German plant manufacturer WAL supply products that are "Made in Germany." This collaboration creates meaningful and productive synergies: for example, in joint consulting, training, intensive exchange of information to and from customers, and in the service and maintenance areas,

have developed common ground that forms a basis for future projects



. After all, joint planning for new buildings and renovations, developments for water concept solutions, overall building concepts, flushing systems, and other customers constantly present new challenges for all involved. The common goals have been defined, the collaboration has been optimized, and now it is time to take action and push ahead with implementation.





Ecolab®

"All-round carefree concept" for dishwashing technology

S Dishwasher plus water treatment in a rental system: Hygienically clean and spotless glasses in the Taufkirchen senior citizens' and nursing home "Am Hachinger Bach"

Limescale stains on cutlery and glasses, plus streaks from dishwashing detergent residue. Not a pretty sight, because as we all know, you eat with your eyes first. What is purely an aesthetic issue for guests often presents enormous challenges for chefs.

The senior citizens' residential and care center

Am Hachinger Bach has found the perfect solution to this problem. When Rita Winkler took over as head of housekeeping in the kitchen around five years ago, the dishwasher at the time was delivering unsatisfactory results. Polishing stained glasses was a daily chore, which required a huge amount of manpower. "Polishing was simply tedious and cost us around an hour a day. That time could be spent much more meaningfully in a nursing home."

Water quality affects washing results

When the old dishwasher had to be replaced a short time later, Rita Winkler decided not only to buy a new machine, but also to order a water treatment system without further ado. "Experts had advised me to do so based on a water analysis

because the problem of poor washing results was due to hard water. And because of hygiene regulations and personnel costs, I really wanted to get away from polishing, which was the main reason for this combination system," recalls Rita Winkler. As she only had a limited budget available, she decided not to purchase this technology, but instead took advantage of an offer for a rental system with a predictable fixed monthly fee. This rental system is offered by Ecolab Deutschland GmbH under the name EcoTemp®.

In Taufkirchen, it consists of a cutlery and glasswasher with an under-counter osmosis system upstream.

Optimal washing concept as a rental model

Around 600 such rental systems are already in use in commercial kitchens throughout Germany. The osmosis system is very important because it provides soft water that contains neither lime nor disruptive salts, thus enabling the best possible washing results. Thanks to the soft water, lower doses of cleaning products can be used, which protects the dishwasher and thus reduces costs. This "all-round carefree concept"



from Ecolab, service is included. Ecolab consultants regularly visit the establishments and, in addition to system maintenance, provide hygiene training for kitchen staff on request. And if something does happen to go wrong, the rental model means that all repairs, replacement parts, and expenses are free of charge. Rita Winkler is very satisfied with this solution: "This dishwashing concept works well and is very practical for us as a rental model, because we finally have good washing results, no longer have to deal with repairs, and the technology is always up to date. We can now concentrate on the essentials, namely our residents."



Sparkling clean dishes

The right combination of detergent, rinse aid, and water

Using a dishwasher is a great help in coping with daily chores. Dishes, cutlery, and glasses, as well as the dishwasher itself, will be sparkling clean under the right conditions and will not need to be rinsed again.

However, perfect and hygienic cleaning results depend on various factors, such as the type of soiling, the degree to which the soiling has dried, the type of items to be cleaned, the dishwasher, the available contact time, the type and concentration of the detergent, and the water quality.



On the one hand, the desired rinsing result can be achieved by using the cleaner and rinse aid in a way that is tailored to the above-mentioned influencing factors.

Ecolab offers high-performance, highly concentrated products that can be dispensed in small quantities as needed using precise dosing systems. This prevents costly overdosing and hygiene risks caused by underdosing.

Furthermore, the contact time between the cleaner and the items being washed should be sufficient, and the temperatures for the cleaner and rinse aid solution must be maintained. For hygienic reasons, the temperature in the cleaning tank should be at least 55 °C. Since the shelf life and usability of drinking water is significantly influenced by temperature, the temperature of the cleaning solution should not significantly exceed 60 °C. The temperature of the rinse aid solution should be 80-85 °C. Consistent pressure and constant circulation in the spray systems ensure uniform mechanical action for dissolving dirt on the items being washed.

However, another crucial factor for perfect, hygienic washing results and a sparkling dishwasher is the water quality of the fill and rinse water used in the dishwasher. The requirements for drinking water are not always sufficient to achieve good washing results. To obtain completely streak-free washing results, the water must be desalinated

There are two possible methods for desalinating the water. The first is demineralization using an osmosis system. The second option is to desalinate the water using a two-stage ion exchanger.



As your partner, Ecolab will be happy to work with you to put together a system. For example, with our EcoTemp dishwasher "carefree" concept, we offer a comprehensive concept on a rental basis – dishwashers, osmosis system, cleaning products, dosing technology, and service are all included. EcoTemp means you no longer have to worry about perfect and hygienic washing results. This is all part of the "carefree" concept, and with just one contact person!

For further information, please contact Mr. Engelbert Manzinger at 0172/6640779 or email engelbert.manzinger@ecolab.com.

With EcoTemp®

Everything from a single source!



Service concept



Training



Products



A contact person



Sparkling dishwashing results

ECOLAB®



Dishwasher and osmosis system

**Don't worry, we'll make sure
your dishes come out sparkling
clean!**

For further information about our EcoTemp carefree concept, please contact Mr. Engelbert Manzinger on 0172/6640779 or send an email to engelbert.manzinger@ecolab.com

Partnership throughout Germany.

Ecolab Deutschland GmbH and KINTEC® / WAL GmbH



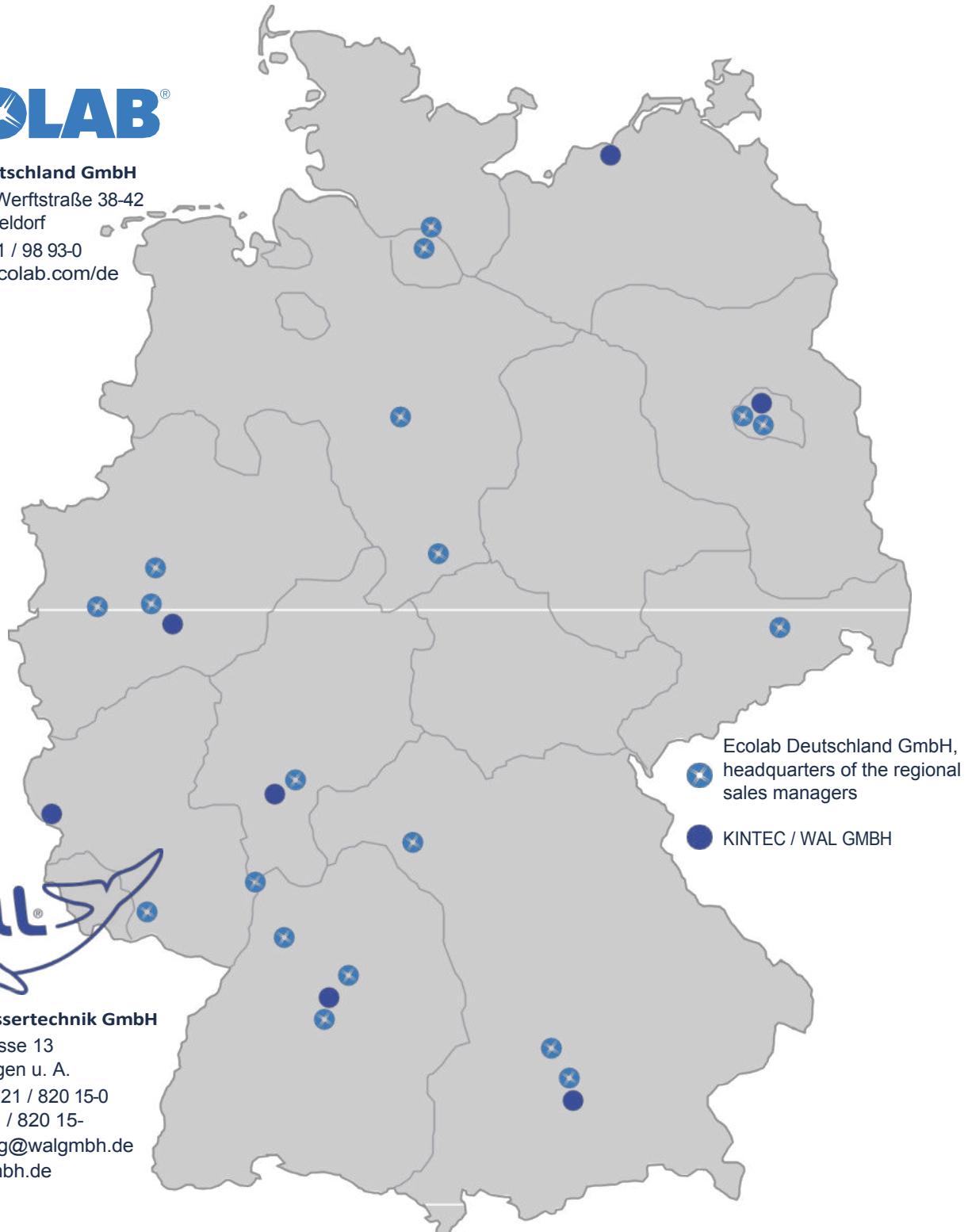
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