PRESS RELEASES

Nov 5, 1997

Ecolab Waives Conditions For Gibson Offer; Ecolab's Stake In Gibson Reaches 66%

ST. PAUL, Minn., November 5, 1997: Ecolab Inc. said today it waived all remaining conditions to its tender offer for Gibson Chemical Industries Limited of Melbourne, Australia. These are standard conditions in Australia and relate to potentially adverse changes to the business being acquired. Once the conditions are waived, Ecolab becomes the owner of the shares tendered and any which are tendered in the future.

As announced last month, Gibson's board has endorsed Ecolab's bid of A$9.00 per share for the company. Thus far, Ecolab has received acceptances and made open market purchases totaling 66% of Gibson shares. The tender offer is scheduled to expire November 17, unless extended by Ecolab.

In a related development, four Gibson directors have agreed to resign and will be replaced by three Ecolab nominees. This brings the Gibson board to five members.

Gibson is a manufacturer and marketer of cleaning and sanitizing products primarily for the Australia and New Zealand institutional, healthcare and industrial markets. For the fiscal year ended June 30, 1997, Gibson sales were A$166 million. Its shares are traded on the Australian Stock Exchange under the symbol GCI.

Ecolab is the leading global developer and marketer of premium cleaning, sanitizing, maintenance and pest elimination products and services for the hospitality, institutional and industrial markets. For the year ended December 31, 1996, Ecolab reported sales of US$1.5 billion; including European joint venture sales of US$0.9 billion, Ecolab's global sales coverage was US$2.4 billion. Ecolab shares are traded on the New York Stock Exchange and the Pacific Exchange under the symbol ECL.

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