PRESS RELEASES

Jan 12, 1999

Ecolab Strengthens Vehicle Wash Business

ST. PAUL, Minn., January 12, 1999: Ecolab Inc. announced it has agreed to purchase the assets of Blue Coral Systems (BCS), a subsidiary of the Pennzoil-Quaker State Company of Houston, Texas. BCS is the leading marketer of a broad line of branded vehicle cleaning, appearance and specialty products to the commercial vehicle wash industry, with annual sales of approximately $30 million. The acquisition will complement Ecolab's existing vehicle wash business, bolstering its products and services to the commercial vehicle wash market. It will also essentially complete national coverage for the company's vehicle wash offering and make Ecolab the market leader.

Pennzoil-Quaker State Company will retain all consumer applications for Blue Coral products and will provide Ecolab with an exclusive worldwide license agreement for use of the relevant trademarks in the commercial market. Other terms of the transaction were not announced. The acquisition is subject to customary closing conditions.

Ecolab is the leading global developer and marketer of premium cleaning, sanitizing, maintenance and pest elimination products and services for the hospitality, health care and light industrial markets. For the year ended December 31, 1997 Ecolab reported sales of $1.6 billion; including European joint venture sales of $0.9 billion, Ecolab's global sales coverage was $2.5 billion. Ecolab shares are traded on the New York Stock Exchange and the Pacific Exchange under the symbol ECL.

Ecolab news releases and other investor information are available on the Internet at http://www.ecolab.com; and by telephone at 1-800-FACT-ECL.

Back to Press Releases