PRESS RELEASES

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Ecolab Enters Long-Term Agreement with Largest U.S. Building Services Contractor

ST. PAUL, Minn., November 27, 2000 - Ecolab Inc. announced today that the company's Professional Products Division has entered a long-term prime vendor relationship with ABM Industries Inc., of San Francisco, Calif. ABM is the largest building services contractor in North America, with annual global revenues of more than $1.7 billion.
"As the leaders in our respective industries, Ecolab and ABM are partnering to bring customers the best in janitorial services and supplies. ABM's long history of high-quality service nationwide makes them an enviable partner for us," said Ecolab Chairman, President and CEO Allan L. Schuman. "At the same time, based on our significant investments in people and products, Ecolab is well-positioned to offer ABM a superior line of unique products to meet or exceed the high standards set by their employees and customers." "We are very pleased to form this alliance with Ecolab," said Henrik C. Slipsager, President and CEO of ABM. "Ecolab's advanced technology, training and resources, and global capabilities were key factors in our decision to establish Ecolab as our preferred provider for these products, which we believe will provide significant benefits for our customers."

Ecolab's Professional Products Division offers a variety of premium floor cleaners and polishes, hard surface cleaners, odor control systems, disinfectants, hand soaps, carpet care and furniture polish. The division's products promote ease of use and employee safety for numerous markets, including healthcare, educational institutions, hospitality, retail and building services contractors.

Building services contractors provide a wide range of janitorial services for numerous organizations and structures. ABM Janitorial Services operates under thousands of building maintenance contracts, providing floor cleaning and finishing, wall and window washing, furniture polishing, rug cleaning, dusting and other cleaning services.

"We are excited about this opportunity to work with ABM," said Tim Mulhere, Vice President and General Manager of Ecolab's Professional Products Division. "We're looking forward to our relationship with ABM and believe that our agreement will offer excellent long-term growth opportunities for both companies."

Ecolab is the leading global developer and marketer of premium cleaning, sanitizing, pest elimination, maintenance and repair products and services for the hospitality, healthcare, food and beverage and industrial markets. For the year ended December 31, 1999, Ecolab reported sales of $2.1 billion; including European joint venture sales of $0.9 billion, Ecolab's global sales coverage was $3 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 www.ecolab.com and by telephone at 1-800-FACT-ECL.

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