

PRESS RELEASES

Apr 16, 2001

Ecolab Announces Multi-Year Agreement With Unisource

ST. PAUL, Minn.--(BUSINESS WIRE)--April 16, 2001--Ecolab Inc. announced today that its Professional Products Division has entered a long-term supply arrangement with Unisource Worldwide, Inc., which is the leading distributor of printing and imaging papers, packaging systems and facility supplies in North America.

Under the agreement, Unisource - which is a wholly-owned subsidiary of Georgia-Pacific Corporation and headquartered in Norcross, Ga. - will distribute Ecolab's branded janitorial supplies.

"We are very excited about this partnership, which brings two leaders in the industry together to further enhance the offerings to maintenance supply buyers," said Ecolab Chairman and Chief Executive Officer Allan L. Schuman. "We are able to significantly broaden our national distribution network, as well as provide Unisource and their customers with a superior and full line of quality products."

"This alliance will allow us to offer our customers even greater technical and innovative strength and security," said Unisource President Chuck Tufano. "As part of our commitment to customers, we constantly strive to find new ways to enhance value with the right products and services in facility supplies."

Ecolab's Professional Products Division offers a variety of premium floor cleaners and polishes, hard surface cleaners such as glass and toilet bowl products, odor control systems, disinfectants, hand soaps, and carpet care to the industrial, commercial and healthcare markets.

Unisource provides its cleaning, disinfecting and facility supplies to industrial customers. Its product line features cleaning systems for facility, warehouse and manufacturing applications, including floors, carpets, washrooms and hands.

"This alliance with Unisource is a natural fit since both companies are committed to offering the customer unmatched quality products and service," said Timothy P. Mulhere, Vice President and General Manager of Ecolab's Professional Products Division. "We look forward to working with Unisource and believe that this new relationship will result in tremendous opportunities for long-term growth."

Further terms of the agreement were not announced.

Ecolab is the leading global developer and marketer of premium cleaning, sanitizing, pest elimination, maintenance and repair products and services for the hospitality, institutional and industrial markets. For the year ended December 31, 2000, Ecolab reported sales of \$2.3 billion; including European joint venture sales, Ecolab's global sales coverage was \$3.1 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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[Back to Press Releases](#)