PRESS RELEASES

Apr 20, 2001

Ecolab Unveils New estat Pest Reporting

ST. PAUL, Minn.--(BUSINESS WIRE)--April 20, 2001--Today, Ecolab's Pest Elimination Division introduced the new estat communications platform that brings its quality service to yet another level.

One component of the platform is the new estat communicator, which allows our service specialists to capture service information electronically and print out a service report - on the spot. Customers receive a computer-printed copy of this report to file away for quick retrieval later. Gone are the days of manual record keeping.

"We're very excited about this new communications platform, which we believe will become one of the most significant innovations in the pest services industry over the next 10 years," says Bill Snedeker, vice president and general manager of Ecolab's Pest Elimination Division. "The real advantage of the estat communicator is consistency in service every day across thousands of properties. When managing a service organization of over 1,600 associates, who make over 1 million service calls a year, an immediate, professional and computerized reporting of the conditions found and actions taken are critical in delivering service excellence."

The estat Pest Reporting system also features an electronic archival capability as all information is transmitted daily to a central database. This ensures immediate access to historical service information.

The estat communicator is just one of several advances on the horizon from Pest Elimination that will enable Ecolab to strengthen it's leadership position in the areas of food safety and brand protection.

"In the future, the estat technology will become a vital tool in communicating solutions instantaneously to our customers via the World Wide Web across multiple sites around the country," says Bill Snedeker. "estat is all about communications and information as food safety issues become increasingly critical."

Ecolab is the leading global developer and marketer of premium cleaning, sanitizing, pest elimination, maintenance and repair products and services for the hospitality, institutional, food and beverage, and industrial markets. For the year ended December 31, 2000, Ecolab reported sales of $2.3 billion; including Henkel-Ecolab 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.

CONTACT:

Ecolab, St. Paul
Bobbie Cummins, 651/293-4293
Fax: 651/225-3088

Back to Press Releases