PRESS RELEASES

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Ecolab Introduces New Foaming Hand Soap System For Janitorial Market

ST. PAUL, Minn., Mar 18, 2002 (BUSINESS WIRE) -- Ecolab Inc. recently launched a revolutionary foaming hand soap system for the janitorial and building service contractor (BSC) markets. The EpiSoft™ Foaming Lotion Soap System combines exceptional quality soap in a sleek dispenser. EpiSoft provides numerous operational benefits for customers while enhancing the end-user's experience.

"Ecolab's ongoing focus on research and development gives us a great competitive advantage," said Tim Mulhere, Ecolab's Vice President and General Manager of the Professional Products Division. "EpiSoft combines superior foam and cleansing ingredients with innovative dispensing technology, which the janitorial segment hasn't been exposed to in the past."

The silky EpiSoft foam lathers faster and rinses more easily than conventional liquid soaps, boosting the end-user's perception of a facility. Additionally, the superior quality and fresh scent of the foam encourages more frequent hand washing, which is the number-one way to help reduce cross-infection and resulting illness and absenteeism.

Cutting-edge technology is key to EpiSoft's success. Its patented anti-drip dispenser prevents wasteful spills with an auto-retraction device that keeps unused soap inside the dispenser. The unique reservoir system holds up to 70 additional washes, which allows the soap container to drain completely before being replaced, lessening waste while ensuring a continuous supply of foaming soap.

EpiSoft's operational benefits solve a number of customer concerns. One cartridge of EpiSoft foaming soap generates about four times the washes of traditional liquid soap cartridges, thereby reducing the need to refill and maintain the product. Because one pump of EpiSoft delivers a generous handful of foam, the system also reduces product overuse common with liquid soaps.

"The sleek design and outstanding quality of EpiSoft appeals to customers in this market segment," said David Kanies, Vice President of Sales for Ecolab's Professional Products Division. "With EpiSoft, we're enhancing the image of our customers' facilities while improving their operations and their bottom line."

With sales exceeding $3 billion, 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. 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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