PRESS RELEASES

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Ecolab's warewashing detergents now offer etch protection for glassware

ST. PAUL, Minn. - June 4, 2004 - Ecolab Inc.'s legendary SOLID POWERTM warewashing detergents now protect against the harmful effects of etching with its new GLASSGUARDTM ETCH PROTECTION FORMULA.

"Our best-in-class cleaning detergents now have best-in-class glass protection with the advent of our GLASSGUARD ETCH PROTECTION FORMULA," says Mike Sorvari, warewashing product line manager for Ecolab's Institutional Division. "This Ecolab-exclusive solids technology is the first of its kind in the institutional warewashing industry, and is now available in our most popular line of warewashing detergents."

Etch is the permanent physical alteration of the surface of glassware caused by elements in the wash water that attack the glass through repeated washing. The etching starts as microscopic cracks and crevices that deepen and become visible over time, creating a rough surface that makes the glassware harder to clean. The result is spotting, streaks and a permanently "cloudy" appearance to glassware. GLASSGUARD slows this deterioration, says Chris Meyer, Ecolab's principal chemist in the Institutional Division's warewashing program.

"Three factors influence the degree of etching that occurs in glassware: the softness of water, the temperature of water and the type of detergent used," Meyer says. "Our patent-pending GLASSGUARD formula ties up the elements in wash water that attack glassware, protecting it longer than conventional warewashing detergents. This slows the etching process and increases the shelf life of glassware, which translates into significant savings for our warewashing customers"

Ecolab's SOLID POWER detergents, now with GLASSGUARD ETCH PROTECTION FORMULA, are available in 9-pound capsules.

The Institutional Division of Ecolab Inc. provides a full line of products, programs and services for the foodservice and hospitality industries, including warewashing, on-premise laundry, housekeeping, water filtration and conditioning, specialty kitchen and laundry products, and pool and spa management. For more information about GLASSGUARD ETCH PROTECTION FORMULA, contact Ecolab Inc. at 1-800-35-CLEAN.

With 2003 sales of $3.8 billion, Ecolab is the leading global developer and marketer of premium cleaning, sanitizing, pest elimination, maintenance and repair products and services for the hospitality, foodservice, institutional and industrial markets. Ecolab shares are traded on the New York Stock Exchange under the symbol ECL.

Ecolab news releases and other investor information are available on the Internet at www.ecolab.com.

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