PRESS RELEASES

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Ecolab Launches Additional Services as Part of MarketGuard

ST. PAUL, Minn., May 18, 2005 (BUSINESS WIRE) -- Ecolab Inc. announced the addition of several new services to its MarketGuard™ program for the food retail industry. The additions, announced at the recent Food Marketing Institute Show, include a dedicated nationwide team of food safety sanitarians as well as equipment repair and parts service, new floor care systems and customized, on-package dating systems.

"When we launched MarketGuard two years ago, we were responding to a need in food retail--higher levels of customer safety and a sense of security that comes from knowing that a brand is protected. And the response has been remarkable. We've become a leading provider of pest elimination services and food safety and quality assurance audits," said Bobby Mendez, Vice President and Segment Manager, MarketGuard.

Launched in 2003, Ecolab's MarketGuard program is used by a majority of the top 10 food retail service chains around the country. The program is designed to make Ecolab's divisional offerings available through a single point of contact.

"The FMI show is an appropriate time for a launch of the program's next phase. We have paid attention to customer comments and evolving needs over the past two years, and the additional services reflect that." Mendez said. "Perhaps most importantly, we're committed to maintaining a nationwide force of food safety sanitarians in the stores we service across the country because we believe our customers see the need for the highest level of food safety."

Food safety sanitarians offer customers a higher level of security, according to Mendez. "They are hired for the knowledge they bring. Our customers feel that that knowledge helps reduce the risk of foodborne illness--and as a result, it helps reduce their vulnerability."

Ecolab's MarketGuard program is also introducing nationwide equipment repair services to be provided by its GCS division, which employs nearly 500 technicians and makes available the largest parts inventory in the U.S. Other new services will be provided by Ecolab's Daydots and Professional Products divisions. Daydots customizes on-package freshness dating systems, and Professional Products offers floor care systems, including the new Bright FX™ High Performance Retail Floor Care System.

With 2004 sales of $4.2 billion, Ecolab is the leading global developer and marketer of premium cleaning, sanitizing, pest elimination, maintenance and repair products 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.

SOURCE: Ecolab Inc.

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