

PRESS RELEASES

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Ecolab and Nalco Again Named Among Best Companies to Sell For

ST. PAUL, Minn.--(BUSINESS WIRE)-- Ecolab and Nalco, which merged on December 1, have both been named to *Selling Power* magazine's annual list of "The 50 Best Companies to Sell For." Nalco was fourth on the list while Ecolab was eighth. It was Ecolab's eighth consecutive year and Nalco's fourth consecutive year on the "Best Companies to Sell For" list.

"We are pleased that both companies' sales organizations were honored," said Douglas M. Baker, Jr., Ecolab chairman and chief executive officer. "Our sales and service teams are the key to our success as they continually work to build strong customer relationships and deliver exceptional value and sustainable solutions for our customers."

The merger of Ecolab and Nalco joined Ecolab's more than 7,300 U.S. sales and service employees—the seventh-largest sales force of the manufacturing companies *Selling Power* rated—with Nalco's more than 5,500 sales and service employees in the U.S., the ninth-largest sales force of the manufacturing companies *Selling Power* rated. The combined company now has a global sales and service team of 22,000 representatives.

Baker concluded, saying, "Uniting these outstanding sales and service teams has enabled us to continue to provide our customers with superior service and solutions, and provides a more powerful growth engine for our business. Our nearly identical sales and service approaches reinforce our core strengths and competitive advantages, and we will make investments to further strengthen and enhance our sales and service capacities."

Companies that made *Selling Power* magazine's "Best Companies to Sell For" list ranked highest based on compensation, training and career mobility in two general industry classifications: manufacturing and service. The complete list and information on the ranking process is available in the November/December 2011 issue of *Selling Power* or at www.sellingpower.com.

With 2011 annualized sales of \$11 billion and more than 38,000 employees, Ecolab Inc. (NYSE: ECL) is the global leader in water, hygiene and energy technologies and services that provide and protect clean water, safe food, abundant energy and healthy environments. Ecolab delivers comprehensive programs and services to the food, energy, healthcare, industrial and hospitality markets in more than 160 countries. More Ecolab news and information is available at www.ecolab.com.

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Ecolab Inc.

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