
PRESS RELEASES

Apr 17, 2012

Nalco Announces Water and Process Services Price Increase

ST. PAUL, Minn.--(BUSINESS WIRE)-- Nalco, an Ecolab company (NYSE: ECL), today implemented a price increase for all water and process services industry segments. Pricing for most Nalco Water and Process Services division programs will increase globally between five and 15 percent, varying by country and product. The price increase is effective immediately or as existing contracts allow.

The price adjustments are driven by the significant increase in key raw materials costs, combined with other global inflationary factors such as rising energy and transportation costs. Nalco sales engineers are contacting customers directly to discuss the impact of these increases.

"We continue to take actions to minimize the impact of increasing raw material costs, but it is necessary to appropriately increase prices to help offset these ongoing cost hikes," said David Flitman, executive vice president and president, Water and Process Services.

About Ecolab

With 2011 pro forma sales of \$11 billion and more than 40,000 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. Nalco, an Ecolab company, specializes in industrial water, energy and air applications, helping customers reduce natural resource consumption, enhance air quality, minimize environmental releases and improve productivity. Ecolab delivers comprehensive programs and services to the food, energy, healthcare, industrial and hospitality markets in more than 160 countries.

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Source: Ecolab

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