

PRESS RELEASES

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Ecolab Fleet Honored for Carbon Reduction Efforts

Named 2012 Sustainable Fleet Award Winner

ST. PAUL, Minn.--(BUSINESS WIRE)-- Ecolab Inc. (NYSE:ECL) has received a NAFA Fleet Management Association 2012 Sustainable Fleet Award for its efforts to remake its 7,000 vehicle U.S. fleet. Since 2006, the fleet has reduced greenhouse gas (GHG) emissions by 22 percent, normalized to sales, and fuel consumption eight percent, despite an increase in the number of vehicles and total miles driven.

The drive to reduce GHG emissions by the fleet aligns with Ecolab's corporate goal to reduce U.S. GHG emissions per dollar of sales by 20 percent from the base year of 2006. Ecolab has incorporated sustainability principles into a revised fleet policy, changed vehicle models and measures and manages the fleet sustainability program overall to meet both business and sustainability objectives.

"Our sustainability action plan included right-sizing the fleet and redefining the optimal vehicle for business requirements," said Gayle Pratt, director of Global Fleet, Ecolab. "We revised our fleet policies to acquire more fuel-efficient vehicles, focusing on EPA-certified SmartWay vehicles. We moved from large to intermediate to small vehicles; and from eight- to six- to four-cylinder engines whenever possible."

In addition, fleet drivers participate in surveys, eco-driver awareness and safety training, and provide continuous feedback via a fleet web portal. The fleet also implemented forecasting tools to determine how to optimize fleet operations to achieve both business goals and the company's overall sustainability goals.

From 2006 to 2011, Ecolab's U.S. fleet achieved:

- A 22 percent reduction in GHG emissions, normalized to sales
- An 18 percent improvement in average miles per gallon (MPG) per vehicle
- A 12 percent absolute reduction in GHG emissions
- An eight percent reduction in fuel consumed (1.4 million gallons) while the number of vehicles grew one percent and total miles driven increased nearly nine percent.

Pratt received the award today, on behalf of Ecolab's fleet, during NAFA's 2012 Institute and Expo being held in St. Louis, Missouri.

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. Ecolab delivers comprehensive programs and services to the food, energy, healthcare, industrial and hospitality markets in more than 160 countries. For more news and information, visit www.ecolab.com.

About NAFA Fleet Management Association

NAFA is a tax-exempt, not-for-profit, individual membership professional society serving the needs of members who manage fleets of sedans, SUVs, trucks, vans, public safety vehicles, buses, and a wide range of specialized equipment for organizations across the globe. For more information visit <http://www.nafa.org>.

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