

## PRESS RELEASES

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### Master Chemicals Nalco Champion Opens New Research Center and Headquarters in Russia

*Facility in Kazan, Tatarstan, expands company's oilfield chemical research and consolidates local operations to better serve energy customers*

KAZAN, Russia--(BUSINESS WIRE)-- Master Chemicals Nalco Champion, a leader in Russia's oilfield chemical industry, today celebrated the opening of its new research and development center and regional headquarters in Kazan, Tatarstan. In addition to office space for the company's 65 local employees, the 21,500-square-foot facility houses 4,000 square feet of laboratory space for oilfield chemical research and the development of solutions for the benefit of other industries in Russia.

In April 2013, Ecolab, the global leader in water, hygiene and energy technologies and services, and the parent company of Master Chemicals Nalco Champion, made the decision to combine its energy services operations from across Russia in the rapidly growing city of Kazan, which has long been a major hub for Russia's oil and gas industry.

"I believe that Master Chemicals Nalco Champion will be a reliable, strategic partner for us not only in the oil and gas sector, but also in the formation of our republic's human resources," said President of the Republic of Tatarstan Rustam Minnikhanov. "The company will collaborate with several local institutions of higher learning in order to form a reserve of young and highly-qualified specialists to work in all of Ecolab's divisions."

Master Chemicals Nalco Champion provides Russia's oil and gas industry with chemical solutions and technologies that help enhance productivity and decrease operating costs for every part of the upstream and downstream oil and gas value chain. In addition to chemical management and field monitoring programs, water treatment products and data analytics, the company's chemistry solutions can help oil and gas customers improve fluid quality, flow assurance and system integrity.

"Tatarstan is an important center for oil and gas production in Russia, and the opening of this facility demonstrates our commitment to this industry and region," said Kevin Friar, vice president, Oilfield Chemicals, Nalco Champion. "By bringing our local team together in this state-of-the-art facility, we are better able to serve oil and gas customers in the region and provide them with enhanced processes, innovative technologies and industry-leading expertise."

The facility will utilize global best practices to develop local products for flow assurance, integrity, separation and water management using advanced quality assurance systems. In addition, the company will continue to evolve its product lines to meet the future needs of Russia's oil and gas industry as it becomes more challenging to process hydrocarbons, including heavy crudes, shale oil and offshore resources.

"We are committed to this rapidly developing and business-friendly region and look forward to continuing to strengthen our relationships within Russia's oil and gas industry and the Republic of Tatarstan," said Vaclav Harant, vice president and market head, Russia and the Commonwealth of Independent States (CIS).

#### About Master Chemicals Nalco Champion

In April 2013, Nalco, Champion Technologies and Master Chemicals combined to significantly expand its energy services footprint in Russia and the CIS region. Today, Master Chemicals Nalco Champion is a leading provider of specialty value-added chemical solutions and technologies that enable and enhance productivity and decrease operating costs of every part of the upstream and downstream oil and gas value chain in the Russian market. For more information, visit [www.m-chem.ru](http://www.m-chem.ru).

#### About Ecolab

A trusted partner at more than one million customer locations, Ecolab (ECL) is the global leader in water, hygiene and energy technologies and services that protect people and vital resources. With 2012 sales of \$12 billion and 44,000 associates, Ecolab delivers comprehensive solutions and on-site service to promote safe food, maintain clean environments, optimize water and energy use and improve operational efficiencies for customers in the food, healthcare, energy, hospitality and industrial markets in more than 170 countries around the world.

For more Ecolab news and information, visit [www.ecolab.com](http://www.ecolab.com).

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