
PRESS RELEASES

Oct 1, 2013

Nalco Announces Water and Process Services Price Increase

ST. PAUL, Minn.--(BUSINESS WIRE)-- Nalco, an Ecolab company (ECL), today implemented a price increase for all Water and Process Services industry segments. Pricing for most Nalco Water and Process Services programs will increase globally between five and 15 percent, varying by country and product. This 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 these price increases.

"We continue to take actions to minimize the impact to our customers of increasing raw material and service costs, however, it is necessary to appropriately increase prices to help offset these ongoing cost increases," said Timothy Mulhere, executive vice president and president, Nalco Water and Process Services.

About Ecolab

Nalco is an Ecolab company. 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.

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Source: Ecolab Inc.

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