
PRESS RELEASES

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Nalco Champion Announces Price Increase

ST. PAUL, Minn.--(BUSINESS WIRE)-- Nalco Champion, an Ecolab company (ECL), today announced a price increase for customers in all its segments. Pricing for most Nalco Champion products and programs will increase globally between 6 and 9 percent, varying by country and product. This price increase will be effective Oct. 1, 2017.

This price adjustment is driven by notable increases in key raw material costs, combined with global inflationary factors in labor and freight. Nalco Champion sales personnel will be contacting customers directly to discuss the impact of these increases.

"We have taken significant structural cost-reduction actions during the down cycle over the past few years. Unfortunately, it has now become necessary to increase our prices to offset industry inflation and ensure our ability to continue delivering value to customers moving forward," said Steve Taylor, executive vice president and president, Nalco Champion.

About Ecolab

Nalco Champion 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 2016 sales of \$13 billion and 48,000 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.

(ECL-C)

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