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## 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 8 and 15 percent, varying by country and product. This price increase will be effective Nov. 15, 2018.

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 contact customers directly to discuss the impact of these increases.

"Rising oil prices and a strong economy are driving the inflationary pressures in our industry," said Darrell Brown, executive vice president and president, Nalco Champion. "We are continuing to take steps to optimize our cost structure and make our operations more efficient, but price increases are necessary to ensure our ability to fund the product innovation and service expertise that continually deliver value to our customers."

#### About Nalco Champion

Nalco Champion, an Ecolab company, provides safe, sustainable chemistry programs and services to the upstream and midstream oil and gas industry, refineries and petrochemical operations in more than 170 countries around the world. Through onsite problem solving and the application of innovative technologies, we maximize production, optimize water use and overcome complex challenges in the world's toughest energy frontiers. For more Nalco Champion information, visit [nalcochampion.ecolab.com](http://nalcochampion.ecolab.com).

#### About Ecolab

A trusted partner at nearly three million customer locations, Ecolab (ECL) is the global leader in water, hygiene and energy technologies and services that protect people and vital resources. With annual sales of \$14 billion and 48,000 associates, Ecolab delivers comprehensive solutions, data-driven insights 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).

(ECL-C)

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