

GO ^{Ecolab} Overview

Ecolab has been going strong for more than 80 years. The last eight decades have seen Ecolab grow from a one-product shop to the leading global partner for cleaning, sanitizing and service solutions. We are the trusted source for "clean" among restaurants, hotels, hospitals, food and beverage plants, laundries, retail facilities, and commercial, industrial and educational institutions.

Wherever you go, Ecolab is there. We serve customers in more than 160 countries through our direct sales-and-service force, distributors and export activities. In the United States, we have 10 complementary business units: Institutional, Kay, Pest Elimination, Food & Beverage, Professional Products, Healthcare, GCS Service, Textile Care, Vehicle Care and Water Care Services. We continue to expand many of these services to markets throughout the world, delivering our Circle the Customer - Circle the Globe promise.

All of these actions are focused on fulfilling our main goal: outstanding results for Ecolab's customers and shareholders everywhere.

Services/Products Provided

Institutional

Products, programs and services for the foodservice, hospitality and healthcare industries, including warewashing, on-premise laundry, housekeeping, water filtration and conditioning, food safety products, specialty kitchen and laundry products, and pool and spa management.

Kay

Cleaning and sanitizing products, services and training programs for quickservice restaurants, food retail markets, movie theaters and convenience stores.

Pest Elimination

Service and technology for the detection, identification, elimination and prevention of pests in commercial facilities, as well as food safety auditing and training services.

Food & Beverage

Cleaning and sanitizing products, equipment, systems and services for the agribusiness, beverage, brewery, pharmaceutical, dairy, meat, poultry and food processing industries.

Professional Products

Janitorial cleaning and floor care products, systems and services for the retail, building services and industrial markets.

Healthcare

Products and services including healthcare personnel hand wash, surgical scrubs, cleaning and disinfection products used in processing surgical instruments, and hard surface disinfection for acute care hospitals, clinics, long-term care facilities and nursing homes.

GCS Service

Service and parts for the repair and maintenance of commercial foodservice equipment.

Note: All product names and certain information appearing in italic type in the text of this Annual Report are trademarks, brand names, service marks or copyrighted material of Ecolab Inc., Kay Chemical Company or Ecolab GmbH & Co. OHG.

Textile Care

Cleaning and sanitizing products, programs and services, including water and energy recycling solutions and data management systems, for commercial laundries serving the work wear, linen and healthcare markets.

Vehicle Care

Cleaning and treatment products and programs for professional conveyor, in-bay and self-service car wash operations and corporate-owned transportation fleets.

Water Care Services

Water treatment programs for boilers, cooling water and waste treatment systems.

