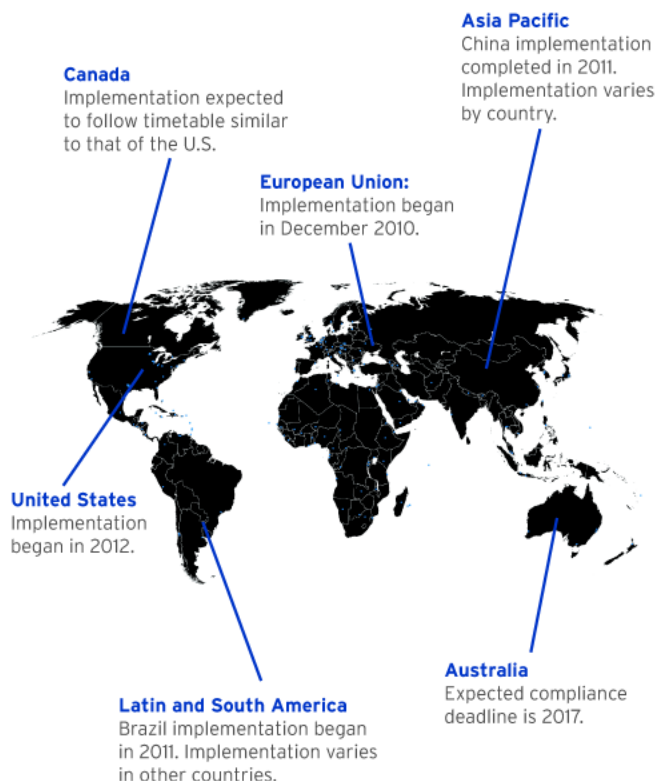


When do you need to comply with GHS regulations?

You'll need to comply as soon as you start using products that have been classified and labeled under GHS.

Please check with your Nalco sales and service representative on GHS implementation in your country or region:



GHS Pictograms



GHS



The Globally Harmonized System of Classification and Labeling of Chemicals

Water and Process Services
1601 W. Diehl Road
Naperville, IL 60563-1198
630-305-1000
www.nalco.com
www.ecolab.com

Energy Services
7705 Highway 90-A
Sugar Land, TX 77478
281-263-7000
www.nalco.com
www.ecolab.com

What is GHS and what will it mean to me?

GHS (Globally Harmonized System of Classification and Labeling of Chemicals) is a system for classifying and labeling hazardous chemicals. GHS is designed to promote the safety of products containing hazardous chemicals by "harmonizing" - or making consistent - the way chemical hazards are communicated around the world. Manufacturers, distributors and those who use products containing chemicals are expected to comply with GHS regulations.

As a Nalco customer, you will need to:

- ◆ Understand the revised hazard communication on our product labels and Safety Data Sheets (previously called Material Safety Data Sheets); and
- ◆ Work with your safety personnel or committee to train your staff in the proper use of our products as indicated under GHS.

Does GHS replace all existing hazard communications in place?

In the U.S., the existing OSHA Hazard Communication Standard (HCS) has been revised to reflect the GHS standard. Alternative labeling systems such as the National Fire Protection Association (NFPA) 704 Hazard Rating and the Hazardous Material Information System (HMIS) are permitted for workplace containers. However, the information supplied on these labels must be consistent with the revised HCS (no conflicting hazard warnings or pictograms).

What changes will I see on product labels, Safety Data Sheets and marketing materials?

GHS requires the use of new pictograms (pictures that describe the hazard of concern), signal words, as well as hazards and precautionary statements. Your Nalco sales and service representatives can assist to help you understand the new labels and SDS.

Are changes in the classification of Nalco products due to ingredient changes?

Most of the changes in our products' hazard classification are due to the new classification system, not changes to ingredients. However, we continually review our product line to improve product performance and optimize environmental sustainability, so future changes in classification may result.

Will product performance change in any manner?

No, there will be no change in Nalco's product performance due to GHS classification.

Will Personal Protective Equipment (PPE) requirements change when using GHS classified products?

PPE requirements will differ by product. When Nalco products arrive with the new labeling, you should review the product labels and SDS for any changes, including PPE requirements.

Do GHS classification changes mean Nalco products have not been safe in the past - or that they are more dangerous now?

Nalco formulates products with safety in mind. However, GHS provides very explicit rules for classifying products, which may differ from past rules. Although the products have not changed, the classification of the hazard they present may have changed.

Where should I look for GHS information on the SDS and product label?

GHS classifications pictograms, signal words, and hazard statements are displayed in Section 2 of the SDS. Hazard information and pictograms are also clearly displayed on the product label.

When it comes to GHS, what can I expect from Nalco?

We are committed to helping you understand GHS and what it requires of you. Since 2003, we have followed the GHS rulemaking process and been involved with trade organizations to help shape GHS implementation.

You can count on us to support you by:

- ◆ Properly classifying our products
- ◆ Making sure our product labels, SDS, and marketing materials meet GHS requirements
- ◆ Training our sales and service representatives and our technical service teams so that they can help you understand GHS and answer your questions

Will I need to train my staff?

Your staff will need to be trained in how to interpret GHS pictograms, hazard statements and precautionary statements by December 1, 2013. Nalco can provide information regarding GHS regulations, but you should work with your designated safety committee or personnel to train your staff.

ABOUT NALCO:

Nalco is an Ecolab company. A trusted partner at more than one million customer locations, Ecolab 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 41,000 associates, Ecolab delivers comprehensive solutions and on-site service to ensure 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.