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May 20, 2008

Dear Advance Commercial Dealer,

In January of this year we implemented a price adjustment as the result of escalating raw material costs. Nilfisk-Advance is doing everything possible to drive down the costs associated with manufacturing professional cleaning equipment, including consolidated global purchasing. Nonetheless, we cannot control the world economies and the higher costs created by higher demands.

Unfortunately, we have seen escalating costs associated with steel, copper and fuel. We're working to offset these costs with manufacturing efficiencies and new product designs to keep our products competitively priced in the market, but it is still necessary to implement a minor price adjustment on equipment and parts.

**This is your 30 day notification that a price adjustment will be implemented on all orders placed on and after July 1, 2008. Enclosed is your Confidential Net Pricing information and the Master Parts Price List (MPPL) on CD. In late June you will receive the List Price Catalog and Pocket Price Schedule.**

Thank you for your continued support and commitment. We look forward to continued growth, and to reaching our goals in this ever-changing economy.

Sincerely,

Steve Baker, Vice President,  
Nilfisk-Advance U.S. Floorcare Division