

November 1, 2017

**Attn: Purchasing Manager**

Dear Purchasing Manager:

Part of our commitment as a supplier partner is to deliver on our promise of innovative technologies which create a cleaner, safer, healthier world, while at the same time reducing the cost to clean for our customers. This means we must remain vigilant in reducing our internal costs to limit the impact of inflation on our customers. 2018 will be an exciting year for Tennant and is highlighted by new launches such as T350 and T600. The SS350 stand-on scrubber can safely maneuver into tight spaces and is an industry leader for productivity to reduce the cost of cleaning. The T600 is an industrial-strength, walk-behind scrubber designed to provide high-performance results through durable design and productivity-boosting features.

The following tables outline the 2018 Tennant pricing adjustments. As is the case each year, we strive to balance the needs of our customers with important external realities. These external factors proved difficult for manufacturers in 2017. The key commodities of steel, lead, and polyethylene all experienced inflation from 5-15% in global markets. We were able to absorb most of these increases, though not all. For example, in October of 2017 battery surcharges were instituted to account for lead inflation. These surcharges have been eliminated and will no longer be effective beginning January 1, 2018.

**2018 Price Adjustments**

Category - Commercial	Increase	Model
WB Burnishers & WB Extractors	5.0%	Speed Gleam 5, Speed Gleam 7, Falcon 2800, Falcon Ultra, Strive
Rider Scrubbers, Extractors, Burnishers, and Sweepers	5.0%	Speed Scrub Rider, Strive Rider, Speed Gleam 10
WB Scrubbers & Stand On	4.0%	Speed Scrub 15/15B, Speed Scrub 300, 350 & 500
Corded Burnishers & Floor Machines	3.0%	BR-2000-DC, BR-1600-NDC, FM-17-SS FM-20-SS FM-20-DS, SQ 14 Orbital FM
Self-Contained Extractors	3.0%	EX-SC-412, EX-SC-716, EX-SC-1020s, Strive Compact, Speed-EX
Canister Extractors	1.0%	Explorer-Series Canister Extractors
Specialty	1.0%	Spotters, ASC, Blower, Quick Clean 12
Vacuums	1.0%	Tidy Vac 3e, Tidy Vac 6, Aspen 6 & 10, Uprights, Wet/Dry, Wide Area
Walk Behind Sweepers	1.0%	Scout 3, Scout 5, Scout 9
Machine Options*	1-5%	Aligned with machine models ec-H2O™ NanoClean no increase

\*Note: In an effort to streamline our offerings, the FaST® option will be removed from the Tennant offering, but will be supported, service and parts, for 7 years.

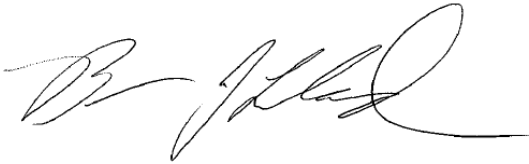
Category – Parts & Consumables	Change
Batteries	5.0%
Chargers	2.1%
Brushes	3.2%
Diamond Floor Tools	0.0%
Pads	0.0%
Squeegees	3.9%
Filters	2.7%
Detergents	3.6%
Maintenance/Repair Parts	3.2 / 3.4%
<b>Overall Change</b>	<b>3.0%</b>

Category – Service	Change	Comments
Gold List Price	1.5 – 4%	Increase 3% @ 25 & 40 hours; 2% @ 60, 80, and 100 hours; 1.5% on 125+ hours
Silver List Price	1.5%	Increase 1.5% across the board on all models and bands
Hassle-Free List Price	1.5-3%	Increase 3% @ 25 & 40 hours; 2% @ 60, 80, and 100 hours; 1.5% on 125+ hours
Labor / Hour	\$1.00	Increase \$1 across the board
Trip	No Change	

You can download the new 2018 price list from the website to your computer for both sustainability and ease of use. These options will be available in the beginning of November 2017.

Thank you for your continued business.

Best Regards,

A handwritten signature in black ink, appearing to read 'Brian Leland', with a large, stylized flourish at the end.

Brian Leland  
Vice President-North American Sales