



August 2022

PRICE INCREASE EFFECTIVE NOVEMBER 1, 2022

Material costs globally continue to run high due to various factors and although inflation generally has shown brief periods of slowing, it has not diminished substantially. Additionally, energy, wage and transportation costs have increased.

To address these significant impacts, we will be increasing prices on all products, **effective November 1, 2022**. Changes from current pricing will vary based on product type. Backpack vacuums will increase an average of 4.6%, upright vacuums will change an average of 3.7%, and wet/dry equipment 4.4% on average. Individual SKUs within each product type will vary. All Intercept Micro® Filters, parts and accessories will increase 5%.

Note that ProTeam's Internet Minimum Advertised Price Policy (IMAPP) involves a discount level off existing list prices. With any price increase, corresponding increases in IMAP values by product also occur, effective the same date – November 1 in this case.

Please forward this information to the appropriate people and departments within your organization so they are prepared for the changes.

We plan to have new pricing sheets available in Excel format with list prices, invoice costs and IMAP price values by 9/1/2022. To request your account's complete pricing file, please email ProTeam Customer Service at customerservice.proteam@emerson.com. An updated digital product catalog reflecting the new list prices will be available on our website, www.proteam.emerson.com, before November 1.

If you have any questions or require additional assistance in preparing for these changes, please contact your ProTeam account manager or ProTeam Customer Service and we'll do our best to help. We appreciate your continuing strong support and partnership.

Best regards,

Matt Reimers
Vice President and General Manager
ProTeam, Inc.