



November 1, 2018

Dear Valued Partner:

At Unger, we strive to develop innovative tools that increase productivity, keep workers safe and achieve superior cleaning results. In 2018 Unger launched the Excella™ floor cleaning and finishing system. Its combination of patented features cleans twice as fast as traditional mops with less strain, stress, and effort. This superior performance is verified by independent, third-party study and customer testimonials.

Looking beyond 2018, Unger will invest in existing product enhancements and industry innovations, as well as best-in-class sales consultation and customer service support. We, as an industry, also face the challenge of raw material, transportation and labor costs increases. Unger, through diligent operational planning, has successfully mitigated most of these cost impacts. As a result, the industry wide price adjustments will be limited to the following, effective January 1, 2019:

- 0% increase on Unger Excella™ kits, poles and components
- 2% increase on all individual Microfiber products; cloths, flat/string mops, cleaning pads and strip washers
- 5% increase on remaining Unger items

Unger has held pricing despite all tariffs imposed this summer as a result of the Chinese trade dispute. However, the tariffs that took effect on September 24<sup>th</sup> 2018 are too excessive for Unger to solely absorb. Therefore, the preceding adjustment will be accompanied by an additional 3% increase on all Unger SKUs effective January 1st. The 3% increase will not take effect if the dispute, and resulting tariffs, are resolved by January 1<sup>st</sup> 2019 and will be withdrawn if resolved after January 1<sup>st</sup>.

Please find attached the updated 2019 Price List effective January 1<sup>st</sup> 2019.

Effective January 1, Credit Card payments will only be accepted at time of order and a 2% processing fee will apply.

Thank you for your continued partnership and if you have any questions, please feel free to contact your Unger representative.

Sincerely,

John Lombardo  
VP Global Sales and Marketing

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