

## PRICE CHANGES EFFECTIVE FEBRUARY 1, 2022

Due to continued commodities inflation and supply chain disruptions, ProTeam finds it necessary to implement a price increase on February 1, 2022. Projections that material and cost inflation would be transitory and subside after a few months have not materialized and our forecast is that higher costs will persist in many global areas: commodities, components, wages and operating costs.

ProTeam has taken many steps to maximize production. This includes sourcing alternative plastic resin, substituting alternative comparable components that have more immediate availability and qualifying additional suppliers. To maintain production in some cases, we have expedited freight delivery and routed some shipments through non-standard ports to reduce backorders and customer wait time.

Our efforts continue a long history of minimizing or avoiding cost increases. In the 10 years prior to the COVID impact reaching full strength in 2020, ProTeam had only three across-the-board increases and had no increases for more than 6 years from 2012-2018. Our commitment remains to provide high quality cleaning products at the best price.

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

Effective 2/1/2022, list price increases on equipment will vary based on model and configuration and will average 5.1% across all SKUs. Parts and filters will increase 5% across-the-board, with only a few exceptions.

Note that ProTeam's Internet Minimum Advertised Price Policy (IMAPP) involves a discount level off existing list prices at the time. With any price change, corresponding changes in IMAP values also occur, effective the same date – 2/1/2022 in this case.

New pricing sheets reflecting the February 1 pricing, invoice costs and IMAP values are scheduled to be available by 1/17/2022. Please contact ProTeam Customer Service beginning that day to request your account's information.

If you have any questions or require additional assistance in preparing for these changes, please contact ProTeam Customer Service at [customerservice.proteam@emerson.com](mailto:customerservice.proteam@emerson.com) or 866-888-2168. These uncertain times create abrupt changes and we will do our best to help you prepare. Thank you for your cooperation, partnership and support of ProTeam.

Best regards,



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