

September 2018

Dear Valued ProTeam Customer:

As inflation, increased cost pressures and numerous other economic factors continue to affect every industry, ProTeam has done everything possible to minimize impact to our customers. Our supply chain, manufacturing and engineering teams have worked diligently to mitigate price increases. Despite these excellent efforts, however, we find it necessary to slightly adjust list prices on our products.

New list prices will be effective January 1, 2019.

There are many factors influencing our costs. We understand the impact any increase will have on our customers and have reviewed all products in depth to keep the changes as small as possible. On average, **vacuums and wet/dry equipment** will see an increase of 1.1%. **Parts and accessories** will see an increase of 6%. Our **Intercept Micro® Filters** and select equipment listed below will have no increase.

There will be **no increase to the following equipment/items:**

- GoFree® Flex Pro battery backpack vacuums (*all configurations*)
- GoFree Flex Pro replacement battery (*SKU 107513*)
- ProForce® 1500XP upright vacuum (*SKU 107252*)
- ProGuard® LI 3 Cordless wet/dry vac (*SKU 107495*)
- ProBlitz® AirMovers (*SKUs 107132 & 107596*)

All equipment will increase \$10 USD to the existing list price **except** those not changing (listed above) and the Super CoachVac® model (increasing \$15 USD) and the LineVacer® model (increasing \$20 USD). The increase would apply to the list price of each SKU configuration of each vacuum model referenced.

Orders received beginning January 1, 2019, will be processed based on the new 2019 list prices. Please forward this information to the appropriate people and departments within your organization so they are prepared for the changes.

Beginning in October 2018, we will have a new pricing sheet with all 2019 list prices of catalog products in Excel format available for downloading. In December 2018, a new 2019 product catalog reflecting the new prices will be available in digital format, with a printed version available for ordering also. Both the digital version and order form will be available on our website, www.proteam.emerson.com.

If you have any questions or require additional information or assistance in preparing for these changes, please contact ProTeam Customer Service at customerservice.proteam@emerson.com or 866-888-2168. Thank you in advance for your understanding in this matter. We greatly appreciate your business, your partnership and your support of ProTeam. We look forward to continuing mutual success.

Best regards,



Matt Reimers
Vice President and General Manager
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