



TTI Floor Care North America

**May 3<sup>rd</sup> 2018**

Dear Valued TTI customer,

TTI Floor Care appreciates your business and continued support of our brands. We are continually working on new ways to provide you with the highest quality products and services.

Over the last year, TTI Floor Care has experienced significant inflationary pressure driven by increasing raw materials, packaging and transportation costs. As a result, prices for some Hoover and Dirt Devil finished goods, and parts across all TTI brands will increase as much as 15%. We have taken steps to minimize price increases to our dealers and expect to increase prices on Hoover and Dirt Devil finished goods as well as parts on all brands on average **4-6% on July 1<sup>st</sup>, 2018**. We do not expect any price increases on Oreck finished goods.

We will supply to you, within the new few weeks, a complete listing of from / to pricing on parts. For those Hoover and Dirt Devil finished goods that are impacted with price changes we will also provide you with our manufacturer suggested retail price recommendations.

TTI is committed to continuous process improvements driving efficiencies throughout all of our manufacturing and business operations to ensure we are providing you the highest quality, most innovative products and services at the lowest possible costs. To ensure we can continue to deliver on this commitment we will also be implementing a **minimum order value on July 1<sup>st</sup> 2018**. From this date forward any order that is below a value of \$250 will be subject to a \$35 handling charge. Orders of \$250 and above will be handled according to current arrangements.

We appreciate your continued support and remain a committed partner in the success of your business. If you have any questions regarding these changes, please do not hesitate to contact your assigned TTI Sales Representative.

Regards

TTI Floor Care North America, Inc.

