



November 30, 2009

Dear Valued Customer:

As you are aware, the current economic crisis and the present business environment have impacted all of us. Nilfisk has continued to see unprecedented manufacturing cost increases, and significant rising commodity costs from suppliers. Furthermore, we face the substantial differentiating currency exchange rate from purchases through our European partners. Although our ability to provide the high level of value and service to our business partners is a continual challenge, we are determined to minimize this impact wherever possible.

While Nilfisk continues to plan and strategize for the future of our company, we are sensitive to the impact that price increases have on our customers. Therefore, we have continued to hold prices on some of our most popular machines, spare parts, and accessories. We will implement a general price increase effective January 1, 2010. An increase of 3 % will be applied only where absolutely necessary.

It has been a pleasure to serve you in the past and we thank you for your business. We look forward to continuing our partnership with you in the future, and we are confident you will continue to be pleased with our superior products. We hope you will understand the necessity for this price increase.

Sincerely,

A handwritten signature in black ink, appearing to read "Paul R. Miller".

Paul R. Miller  
Vice President & General Manager  
Nilfisk-Advance America, Inc.