



Minimizing Impacts On People And The Environment

Nilfisk-Advance, Inc.

Christian Cornelius-Knudsen - President and CEO

As a manufacturer of cleaning equipment and products, we at Nilfisk-Advance find ourselves with a tremendous opportunity to answer — and help create — our customers' demand for green cleaning. Nilfisk-Advance is proud to contribute to the Green movement by designing our Advance®, Clarke®, Kent™, US Products™, CleanMaster® and HydraMaster® brands of floor-cleaning equipment to help protect the health of cleaners, building occupants and our environment.

Sustainability is a value that directs our corporate behavior and serves as a benchmark for measuring our actions. A sustainable building provides a healthful and productive indoor environment. It's built with materials that won't deplete our environment, contribute to the waste stream or require too-frequent replacement. And it's maintained by equipment and products that meet those same criteria.

But what about the companies like all of us that make or sell the products that contribute to sustainability? Are we living up to the standards we're helping others meet?

I'm proud to report that Nilfisk-Advance and NKT, our parent company in Denmark — along with others in our industry — are leading by example. Last year alone, Nilfisk-Advance's largest manufacturing facility (located in Plymouth, Minnesota) cut its energy consumption by 1.5 million kilowatt hours through energy-efficient lighting and HVAC projects, reclaimed over 110 tons of metal and plastic, and recycled 32 tons of lead batteries, 198 tons of cardboard, 5.5 tons of computers and 2.5 tons of tires. At the same time, changes in product packaging reduced the company's use of cardboard and wood by 120 tons annually and changes in production processes reduced total

water consumption by nearly 20,000 gallons. By eliminating the use of cleaning chemicals in our production line testing, we've reduced the burden on the local municipal wastewater treatment facility. And company-wide, employees have contributed to our environmentally sound practices by recycling nearly five tons of employee-consumable paper.

Of course, Nilfisk-Advance continues to develop floor-cleaning equipment that helps our customers minimize the

impact of cleaning on people and the environment while contributing to sustainability. As examples: 1) Advance's AXP™ detergent-dispensing system allows facilities to precisely control chemical use and save water by not premixing solution until it's sprayed on carpet or floors; 2) The

Advance Adphibian combination extractor/scrubber lets facilities with both hard and soft floors clean with one machine instead of two; and 3) Clarke's BOOST® scrubber technology reduces water and chemical use by 70%, increases

pad life by 40% and battery runtime by 25%, and saves 50% in labor time compared to traditional disc scrubbers.

We at Nilfisk-Advance are grateful for the opportunity to serve you, your customers and our environment, and we thank all of you in our industry who are working for a sustainable future.

Yours in sustainable business practices,

*Christian Cornelius-Knudsen
President and CEO, Nilfisk-Advance, Inc.*

