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Tornado survey press release

FOR IMMEDIATE RELEASE
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Costs of Gas Not Changing Ways BSCs Do Business

Tornado Poll Finds BSCs Absorbing Increased Costs of

CHICAGO, IL-July 18, 2006-A survey sponsored by Tornado Industries finds that building service contractors (BSCs) paying more for gas-as are all of us-but are making few in the amount of driving they do for business.

The survey, by Chicago-based AlturaSolutions e-Poll, a division of AlturaSolutions Communications, was conducted one week of June 2006.

Tornado Industries, also of Chicago, is a leading manufacturer of professional cleaning equipment including floor machines, vacuum cleaners, extractors, and other tools.

Of 900 BSCs and facility service providers sent e-mail invitations to take the survey, more than 140 responded. The survey margin of error of plus or minus five points.*

According to the survey:

More than forty percent of the respondents indicate that gasoline have gone up 30 percent or more in the past year.

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. Almost 40 percent report they have made some change in business driving "but not much," while about the same number indicate they have made no changes in their business c

. A third of the respondents said they are scaling back cwide a service area they clean; 50 percent indicate they are making changes.

Absorbing the Costs?

On top of paying more for gasoline, 90 percent of the B report that the vendors they do business with-including distributors and manufacturers-are passing on surcharges cover their own increased costs for fuel.

"With profit margins so tight already, this puts many BS between a rock and a hard place," says James Hlavin, Business Development for Tornado Industries. "They either pass on these added costs to their own customers or find efficient tools, equipment, and procedures to perform cleaning tasks."

In fact, the survey did ask the BSCs if they are raising their pass on the added fuel costs. About 60 percent report they not; however nearly 40 percent say they plan to do so eventually or all customers in the future.

"High fuel costs will put more pressure on janitors to develop equipment that improves worker productivity," Hlavin. "And more training and education will be necessary to develop cleaning systems that help reduce labor time a while maintaining customer satisfaction."

*Methodology:

. The data for this study was conducted using a Web-based survey service starting the last week of June through July 8, 2006

. E-mail invitations were sent to approximately 900 BSC facility service providers with 142 responding.

. The survey has a confidence interval of 95 percent. This means that

even if a larger number of BSCs and facility service pro responded, there is a 95 percent chance the responses be the same, plus or minus 5 percent.

Additional Tornado News may be found at:

http://www.tornadovac.com/company_profile/in_news/ir

Available For Interviews And Industry Commentary:

Tornado Industries President Michael Schaffer is available for interviews and industry commentary by calling (708) 867-5100

About Tornado

Tornado Industries has been designing and engineering floor care cleaning equipment for more than 75 years. The company has a long history of developing innovative products and applying the latest technology to increase productivity, reduce costs and improve safety. Tornado prides itself on always being on the cutting edge of floor care cleaning solutions.

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