



June 18, 2019

Dear Valued Customer / Channel Partner,

The ABB Electrification Business will be implementing the following product and price actions effective July 22, 2019:

- An increase of 6-9% for the following **Installation Products** business lines:
 - Steel City® Boxes and Fittings
 - Steel City® Floor Boxes
 - Superstrut® and Kindorf® Metal Framing Systems
 - Red Dot® Weatherproof Boxes and Conduit Bodies
 - Spec-Kon® Terminals
 - ABB Cable Glands
 - Blackburn® Mechanical and Grounding
 - Carlon® Enclosures, Fittings and Accessories
 - Color-Keyed® Compression & Metric Lugs
 - Deltec® Cable Support
 - Electricians Supplies
 - Hazlux® Lighting
 - Ocal® PVC-Coated Rigid Conduit & Fittings
 - PMA® / Adaptaflex® / Harnessflex® / Kopex-Ex® Flexible Cable Protection Systems
 - Sta-Kon® and Catamount® Terminals
 - T&B® Fittings
 - Ty-Rap® Cable Ties
 - Ty-Duct® Wiring Duct

While cost management is an ongoing practice which includes continuous capital investment in our manufacturing facilities, external factors can hinder our best efforts. The drivers for this pricing action include higher costs from suppliers, transportation and labor.

This increase will apply to all stock pricing, special price agreements, and new project quotes. Current contractual agreements defining a fixed term price or price notification requirement will be respected. New price files will be available on or before July 12.

Orders placed prior to July 22 for immediate delivery of stock items will be billed at current pricing. We reserve the right to limit order quantities based on historical purchasing patterns. We may not accept orders with future release dates and may reprice current orders that extend beyond the current quote dates.

ABB Electrification Business continues its commitment to provide the highest quality products in a cost-effective manner to maximize our value proposition to our partners. Please contact your local sales representative with specific questions regarding any of these actions.

Thank you for your valuable support of ABB Electrification Business.

Franklin B Sullivan
Executive Vice President
ABB Electrification Business

Ralph Donati
VP of Product Management
ABB Electrification – Installation Products



June 18, 2019

Dear Valued Customer / Channel Partner,

In addition to the general increase effective on July 22, 2019, the ABB Electrification Business – Installation Products business line will be implementing an increase on the select product lines outlined below, also effective July 22, 2019.

- An increase of 5% for the following product lines:
 - Steel City® Boxes and Fittings
 - T&B® Fittings
 - Superstrut® Metal Framing Systems and Accessories
 - Carlon® Weatherproof
 - Blackburn® Mechanical and Grounding
 - Blackburn® Overhead
 - Red Dot® Weatherproof Boxes

The drivers for this additional pricing action are direct costs related to the recent **Section 301 Tariff** on China and the termination of the **Generalized System of Preferences (GSP)** designation of India.

This increase will apply to all stock pricing, special price agreements, and new project quotes. Current contractual agreements defining a fixed term price or price notification requirement will be respected. New price files will be available on or before July 12.

Orders placed prior to July 22, for immediate delivery of stock items will be billed at current pricing. We reserve the right to limit order quantities based on historical purchasing patterns, we may not accept orders with future release dates and may reprice current orders that extend beyond the current quote dates.

ABB Electrification Products continues its commitment to provide the highest quality products in a cost-effective manner to maximize our value proposition to our partners. Please contact your local sales representative with specific questions regarding any of these actions.

Thank you for your valuable support of ABB Electrification Business.

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