



Pricing Notification Letter

Dear Valued Customer/ Channel Partner,

ABB Electrification Products - Industrial Solutions (EPIS) business unit will be implementing product price actions averaging from 3-5% across the portfolio for products sold in the United States effective June 7th, 2019. The exact impact of the adjustments will depend on the mix of products purchased.

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

The price action will apply to stock, special price agreements and to any new project quotes. Current contractual agreements defining a fixed term price or, price notification requirements, will be respected. New price files will be available on or before May 13th 2019.

Please note these pricing changes will take effect on June 7th, 2019. All immediate release orders received by 5:00 p.m. local time on June 6th will be invoiced at the current prices. EPIS reserves the right to limit orders at current prices based on your typical monthly volume. Orders received after this date and time will be subject to any price changes made in our system.

As a reminder, project quotations are valid for 30 days. For any quotation greater than 30 days old, please contact the ABB account manager who provided the original quotation.

EPIS remains committed to serving you and your customers. Please reach out to your local sales representative with specific questions regarding these actions. Thank you for your valued support and continued business.

Franklin B. Sullivan
Executive Vice President, EP Division - US

James Hinckley
Strategic Pricing Director, EP Division - US