



May 1, 2019

Dear Valued Customer / Channel Partner,

The ABB Electrification Business – Installation Products business line will be implementing the following product and price actions effective June 3, 2019:

- An average increase for the following product lines:
 - Carlon® Boxes, Enclosures, Fittings and Accessories (PL040, 231, 232, 234, 237): 5-9%
 - Catamount® Fastening (PL054): 7%
 - Wire Basket Tray (PL128): 15-22%

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 increased costs from suppliers, transportation and labor.

The 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 May 20.

Orders placed prior to June 3 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 existing 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.

Franklin B Sullivan
Executive Vice President
ABB Electrification Business