



November 20th, 2020

Dear Valued Customer / Channel Partner,

The Electrification Business of ABB – Installation Products will be implementing a price adjustment effective January 22nd, 2021. The drivers for this price adjustment include higher costs from suppliers, raw material (Steel, PVC, Copper...), transportation, healthcare, labor and continued cost factors associated with COVID-19.

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 December 23rd, 2020.

- An increase ranging from **4-9%** for **all** Premier Industrial Product Lines.
- An increase ranging from **4-8%** for **all** Commercial Essential Product Lines with the exception of below which will be increased as follows:
 - Carlon® Boxes (PL040): **9.7%**
 - Carlon® Elbows (PL231): **19.3%**
 - Carlon® Fittings and Enclosures (PL232, PL234): **9.6%**

We reserve the right to reject and/or limit order quantities based on historical purchasing patterns and can only accept orders at new price levels after effective date or agreed upon contractual date.

The Electrification Business of ABB 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 the Electrification Business of ABB.

Michael Plaster
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James Hinckley
Strategic Pricing Leader
Electrification Business