

7 November, 2018

**Johnson Controls Fire Suppression products will implement a price increase effective
January 7th, 2019**

Dear Valued Customer,

We at Johnson Controls work hard to keep our costs low by continuously improving our production efficiency and by working with our material suppliers. This, in turn, allows us to stay competitive in local markets. However, our industry is currently facing a host of inflationary headwinds such as increased raw material costs, labor costs, tariffs, and freight charges. Therefore, we are implementing a price increase to a range of our Fire Suppression Products effective January 7th, 2019.

- Sprinkler: 5%
- Valves: 7%
- Grooved: 10%
- CPVC: 4%
- Resale: 7%

Pricing changes will be implemented as follows:

- Orders placed prior to January 7th, 2019 but shipped after January 7th will be processed at new price levels.
- Scheduling and delivery of orders placed close to the January 7th, 2019 deadline will be subject to material and shipping availability.
- All orders placed on or after January 7th, 2019 will be processed at new price levels.

If you have any questions, please contact your Johnson Controls representative.

Thank you for your continued support.

Sincerely,



Laurens Swennenhuis
Vice President of Sales