



November 22, 2019

Johnson Controls Fire Suppression Products will implement a price increase effective January 6th, 2020

Dear Valued Customer,

At Johnson Controls, we highly value and appreciate our customers. We constantly work hard to control our costs by executing internal operational efficiency initiatives as a business. This year, we were able to absorb many of these costs internally. However, we have reached a point where it is necessary to offset a portion of these cost increases in order to maintain our product quality and service levels.

Pricing changes will be implemented as follows:

- Orders placed prior to January 6th, 2020 will be processed at current price levels.
- All orders placed on or after January 6th, 2020 will be processed at new price levels.

Water & Mechanical	Increase
Sprinklers	3%
Fire Systems & Valves	3%
CPVC	3-6%
Resale	3-7%

We would like to express our appreciation for your continued support and emphasize the importance we place on you as a partner. Throughout 2020 and beyond, we will continue to support you in growing your business to the best of our ability.

Please contact your local Johnson Controls sales representative if you have any questions.

Thank you for your continued support.

Sincerely,

Michael Mottice
Director, America Sales