

25th March 2020

Schneider Electric Australia
Price Change Notification Effective 1st May 2020

Dear Valued Customer,

In conjunction with our previous communication dated 20th Mar 2020, we would like to inform you more about the planned pricing adjustment effective from 1st May 2020.

Throughout 2019 we saw a steady increase in several inflationary metrics, a trend which is expected to continue through 2020. While we've made every effort to reduce our costs to mitigate this, we've concluded a price adjustment is now necessary to maintain our current levels of quality and service to you. Please be advised that there is a possibility of further trade price increases in 2020 given the changing current environment and increased cost of manufacturing. We are committed to keeping you updated on new developments.

Effective from 1st May, trade price increase of 10% applies to all SKUs. We request you to prepare your systems to recognize the updated pricing.

In addition to the price increase, the following quotation policies are also brought into place to maintain stock availability and smooth implementation of price increase -

1. Orders received after the 20th April will be subjected to stock availability and are not guaranteed to be supplied in April.
Orders supplied from May onwards will be at the new Trade Price.
2. Legacy Contracts & Period Tender agreements will also undergo the 10% price increase. The volume will be capped at an average volume of two months sales, arrived at using historic order trend.
3. Quote validity remains 14 days. Given the current situation, for any extension request of existing quotes, new Trade price will be applied.

For those customers who are already using My Schneider Electric (MySE), the new price information will be readily available to you from your online account once the scheduled price adjustments take effect.

Should you have any queries, please contact your Sales Representative or our Customer Service Centre on 13 73 28.

We thank you for your continued support and request you to communicate this notification as appropriate.

Kind regards,



Alex Gillespie
Sales Director, Home & Distribution

Schneider Electric

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