

IMPORTANT: PRICING & MOQ INFORMATION BELOW

November 2020.

Dear Panduit Distributor,

Please accept this advanced notification that Panduit will be implementing Price and Minimum Order Quantity (MOQ) & Order Increment (OI) adjustments effective **January 1, 2021**. Please be aware that the data in the MOQ/OI fields of the price file should be loaded with the new price values.

Key **minimum order quantity changes** will reflect the following product families:

- Electrical products include: Cable Ties & Accessories, Wiring Duct, Labeling Systems, VeriSafe™, & Data Access Ports
- Network products include: Copper Connectors & Patch, Outlets, Fiber Distribution & Patch, & Industrial Copper

These parts are typically ordered in carton or larger quantities

Panduit will be **adjusting price levels** to select electrical and network product families, affected families:

- 5% increase on select VeriSafe™ products
- 5% increase on select Cable Tie Hand Tool products
- 5% increase on Cat 5e products (Copper Connectors & Patch)
- 10% increase on Wyr-Grid® products
- 7.5% increase on Net-Access™ S-Type Cabinets & Accessories products
- 3% increase on Industrial Pre-config products
- 20% increase on Cat 5e Industrial Copper products
- 5% increase on Outlets & Raceway select products

Some product price changes may lay outside of the outlined % changes; however, a comprehensive list of price changes will be indicated on the price file in the "Symbol" column.

Panduit has begun to differentiate our products to provide greater visibility to our channel partners and end users to shape demand in order to service our customers better. You will start to see identification of Panduit products on Panduit.com as:

- Best Seller – Panduit's most popular parts.
 - Featured – Parts that have high popularity in multiple vertical and local markets. High volumes may require advanced planning to achieve desired lead times.
 - General – Parts for specific markets, projects, or applications. Inventory may be less and lead times may be longer. High volumes will require advanced planning to ensure desired lead times are met.
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Downloading the file is easy at www.Panduit.com!

To identify pricing categories and their associated parts, click here: <http://www.panduit.com/price01file>

If you are no longer the pricing contact: email Pricing.APJ@Panduit.com the following three pieces of information: New Contact Name, Email address, and Panduit account number

If you require additional information: contact Customer Service or your local Panduit Sales Representative.

Best Regards,
Panduit Published Pricing Group