

# SIEMENS

November 3, 2017

## Re: Siemens Price Corrections Effective January 1, 2018

Dear Authorized Siemens Channel Partners:

The Energy Management, Digital Factory and Process Industries and Drives Divisions will be making list price corrections that will become effective on January 1, 2018. The primary purpose of these changes is to adjust a minimal number of list prices due to anomalies in our pricing structure. This adjustment is not intended to be a general market price increase event. This letter applies to the following business units:

**Factory Automation**  
**Process Automation**  
**Motion Control**  
**Low Voltage Drives**  
**Low Voltage Control Products**  
**Motor Control Centers**

**Low Voltage Distribution (Apparatus & Components)**  
**High Performance Motors**  
**NEMA Motors/LV Standard IEC Motors**  
**Talon**  
**Customer Services**

The specific details for these changes will be available through your Net Price Download (NPD) file on Industry Mall and via a Pivot Table available on the Distributor Resource Center (DRC).

### **Important: Implementation Key Dates**

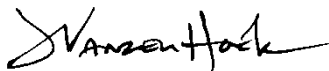
- On December 1, 2017, NPD future pricing files will be available from both Industry Mall and IDW
- On or about December 5, 2017, the Pivot Table will be available from the DRC
- On January 1, 2018, new List Prices / Discounts go into effect

The price changes will apply to all customer categories including Distribution, OEM, Retail, and End Users.

- The adjustments will be implemented through both List Price and Discount changes.
- NPD files will be available for download from Industry Mall on December 1, 2017.
- Details of the changes will be posted to DRC and viewable via your specific module pages at [www.usa.siemens.com/drc](http://www.usa.siemens.com/drc).
- Changes will affect Stock and Special Price Agreements.
- Quotations are valid for 30 days. All "Hold for Release" orders must be released for shipment within 60 days of order entry. Otherwise, they will be subject to the price in effect at the time of release.

We respectfully request that you advise your sales, marketing, purchasing, and IT personnel of the price corrections and the key implementation dates. Thank you for your valued business and we look forward to your continued patronage. If you have any questions concerning the price adjustment, please contact your local Siemens sales representative.

Sincerely,



Jim Vanden Hoek  
Vice President, Channel Management & Development

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