

The power behind **your mission**



December 10th, 2021

Dear Valued Customer,

Thank you for your business during these extraordinary times in our industry. Like all manufacturers, Johnson Controls continues to face unprecedented cost inflation and supply chain constraints.

As you are aware, the current macroeconomic conditions continue to create extreme challenges within the fire suppression industry and this has resulted in significant cost increases of raw materials and freight. Johnson Controls has continued to monitor the situation to address and adapt to these conditions.

In spite of our extensive efforts to mitigate raw material costs, the demand for these commodities continues to increase and is expected to continue. Therefore, we are implementing a further price increase effective January 17th, 2022. The increases will be applied at product line, varying from 5.5-11.5% across the Water product line.

The local teams will work with you to provide further increase details, please feel free to reach out to your local sales representative to discuss.

We are committed to providing industry-leading products at competitive pricing and will continue to make investments in new offerings and innovations in order to help you better serve your customers.

On behalf of everyone at Johnson Controls, we would like to express our appreciation for your continued support and emphasize the importance we place on you as a partner. We remain committed to your success and look forward to supporting your growth into the future.

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

Yours sincerely,

Rick White  
Vice President Sales, Fire Suppression

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