



October 2, 2018

To: Our valued customers and business partners

RE: Thomas & Betts is now ABB Installation Products, Inc.

It's an exciting week for ABB, as we proudly announce the official integration of the Thomas & Betts brand into the ABB global master brand, as part of our strategy to drive progress and continued growth in the electrical industry in North America. Moving forward, we will officially be known as ABB Installation Products, Inc.

What does this mean for you? It means we will continue to do business as usual, and make, market and sell Thomas & Betts authentic products – now under the ABB brand. It also means that you will receive:

- The same authentic product brands like Ty-Rap, Carlon, Elastimold, etc.
- The same local sales and support teams you work with today
- The same commitment to local manufacturing and engineering
- The quality, inventory and dependability you expect
- Our one order-one shipment-one invoice business policy
- A broader portfolio with global support, greater technology expertise & R&D

Together, Thomas & Betts and ABB share a history of innovation, a passion for providing excellent customer service, and the values of safety, quality and integrity. Together, we see a future filled with opportunity and innovation for our customers and our employees.

We value our trusted relationship with you, and we are committed to providing the same level of integrity in business you've always experienced with us. This includes providing the same level of Thomas & Betts service and support from our well-trained product experts, independent of what electrical equipment or switchgear line you sell.

Thank you for your support. We look forward to continuing to grow our business, together.

Sincerely,

Doug Schuster
Executive Vice President
Installation Products Business Unit
ABB Electrification Products Division

Franklin Sullivan
Executive Vice President
Lead Division Manager, USA
ABB Electrification Products Division

View our [video](#) and visit tnb.abb.com/weareabb for more information, or call our brand change hotline at 1-800-344-4744 and email questions to tnbabbmigration@us.abb.com. Please share with others in your organization.