

SN 2022/32 - Price increase of PFT50 products

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Table of Contents

SN 2022/32 - Price increase of PFT50 products..... 3

General Information..... 3

New pricing..... 3

Power over Ethernet Injector..... 4



Contact for questions 5

If you have any questions regarding the Sales Notice please contact the respective Product manager Manuel Pelz. 5

SN 2022/32 - Price increase of PFT50 products

Key Information

Extraordinary price increase for PFT50 product group due to significant transfer price increase from supplier.

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Author(s)	Manuel Pelz
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Portfolio Line	Industrial PCs and Panels
Quicklinks	Product room - PnS Power Panels
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Confidentiality	GLOBAL



General Information

As you know, we have brand labelled the entire Panel and accessory product portfolio of the Power Panel Field Terminal 50 (PFT50) products from the company called EXOR.

The decision for "BUY" vs "MAKE" was taken mainly because of their very attractive products and its prices.

Unfortunately EXOR has changed its price policy recently and they have increased the product transfer prices up to 93%.

Several attempts to negotiate and reduce those price increases failed - even with EXOR's C-Level.

In order to fulfill our own delivery obligations in the direction of our customers we have to accept the new product prices from EXOR.

Due to the high increase and the rather short notice from EXOR, we are not able to cover the total cost increase with the latest price increase from July.

Therefore we have to perform an extraordinary price increase for this product group only. The following pricing will be active by **October 1st 2022**.

New pricing

Panels

B&R Ref	Desc	Ref list price today	Ref list price NEW	Increase in [%]
6PFT50.101E-10B	T50 Field TFT WXGA 10.1 L/B 1x PoE	€ 1.079,80	€ 1.528,00	42%
6PFT50.156B-10B	T50 Field TFT HD 15.6 L/B 1x PoE	€ 1.449,60	€ 1.865,00	29%
6PFT50.215C-10B	T50 Field TFT FHD 21.5 L/B 1x PoE	€ 1.984,80	€ 2.284,40	15%
6PFT50.070G-10B	T50 Field TFT WSVGA 7.0 L/B 1x PoE	€ 917,20	€ 1.032,60	13%
6PFT50.0502-10B	T50 Field TFT WVGA 5.0 L/B 1x PoE	€ 659,80	€ 712,50	8%

Power over Ethernet Injector

B&R Ref	Desc	Ref list price today	Ref list price NEW	Increase in [%]
6COPFT.0000-00	T50 Field PoE injector Panel Mounting	€ 118,70	€ 199,00	68%
6COPOE.0000-00	T50 Field PoE injector DIN Rail Mounting	€ 118,70	€ 199,00	68%

Mechanical accessories and cables

B&R Ref	Desc	Ref list price today	Ref list price NEW	Increase in [%]
6CAPFT.0050-03	T50 Field Cable PoE Injector	€ 66,30	€ 90,90	37%
6ACCMA11.0300-000	T50 Field Table Stand	€ 61,40	€ 82,00	34%
6ACCMA11.0100-000	T50 Field VESA Bracket	€ 36,80	€ 48,00	30%
6ACCMA11.0400-000	T50 Field Gooseneck Bracket	€ 95,80	€ 108,00	13%
6ACCMA10.0001-000	T50 Field 15"/21" Adapter Bracket	€ 88,30	€ 99,00	12%
6ACCMA10.0000-000	T50 Field 5"-10" Adapter Bracket	€ 88,30	€ 99,00	12%
6ACCFL01.0301-000	T50 Field 15"/21" Tube & Wall Bracket	€ 88,30	€ 99,00	12%
6ACCFL01.0300-000	T50 Field 5"-10" Tube Device Bracket	€ 88,30	€ 99,00	12%
6CAPFT.0030-00	T50 Field Cable PoE	€ 45,40	€ 45,40	0%
6CAPFT.0030-01	T50 Field Cable 90° PoE	€ 45,40	€ 45,40	0%
6ACCGS01.0502-000	T50 Field Panel Gasket 5in	€ 7,10	€ 7,10	0%

B&R Ref	Desc	Ref list price today	Ref list price NEW	Increase in [%]
6ACCGS01.070G-000	T50 Field Panel Gasket 7in	€ 12,20	€ 12,20	0%
6ACCGS01.101E-000	T50 Field Panel Gasket 10.1in	€ 18,50	€ 18,50	0%
6ACCGS01.156B-000	T50 Field Panel Gasket 15.6in	€ 18,50	€ 18,50	0%
6ACCGS01.215C-000	T50 Field Panel Gasket 21.5in	€ 18,50	€ 18,50	0%
6CAPFT.0030-02	T50 Field Cable PoE-USB	€ 66,30	€ 66,30	0%
6CAPFT.0050-00	T50 Field Cable PoE, 5m	€ 73,60	€ 73,60	0%
6CAPFT.0050-01	T50 Field Cable 90° PoE, 5m	€ 73,60	€ 73,60	0%
6CAPFT.0050-02	T50 Field Cable PoE-USB, 5m	€ 90,90	€ 90,90	0%

Contact for questions

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