



To the members of the electrical industry:

Counterfeiting is not an individual manufacturer's issue; it is an issue critical to the entire electrical industry. Schneider Electric is deeply committed to supporting the industry in its effort to eradicate counterfeit products.

Counterfeit products negatively impact the economy, mislead the consumer and, in the case of electrical products, have the ability to kill or injure someone or cause damage to property. Counterfeit products also damage the reputation of our industry. Customers have come to trust our brands, our products and services and our distributors – counterfeit products can diminish that trust.

Schneider Electric has taken action against counterfeits in the marketplace by:

- Suing U.S. companies selling counterfeits
- Reporting counterfeit sellers to the Consumer Product Safety Commission (CPSC)
- Engaging U.S. authorities to prevent counterfeit importations and criminally pursue offenders
- Working with foreign agencies and governments to shutdown counterfeit manufacturers
- Informing concerned parties about counterfeit products

Since 2006 in the United States, Schneider Electric has taken legal action against companies selling counterfeit circuit breakers, removing hundreds of thousands of illegally manufactured circuit breakers and forcing recalls of unsafe products.

Many of these counterfeit products are made in China and Schneider Electric North American Operating Division has initiated raids in China and filed suit against a number of U.S. companies for selling or marketing counterfeits of Square D® products – the organization's market-leading brand of circuit breakers. To date, Schneider Electric North America has filed 13 lawsuits against 27 U.S. companies for selling or marketing counterfeits.

The best way for customers to avoid counterfeits is to buy only from authorized distributors and authorized retailers. We list all of our authorized distributors and retailers at www.us.squared.com and under "Support and Resources." Distributors must also only buy direct from a manufacturer. The manufacturers will NOT stand behind counterfeits or counterfeit suppliers. We take counterfeiting very seriously.

In the last year, we have developed new websites to deliver the most up to date statistics, definitions and warnings. Global Schneider Electric counterfeit information can be found at www.us.schneider-electric and Square D counterfeit information can be found at www.us.squared.com/counterfeit. Schneider Electric also has dedicated teams whose every endeavor is to prevent, root out and eliminate counterfeiting. For more information or to report a counterfeit product to Schneider Electric, contact Tracy Garner at 859-243-8325.

I hope you will join us in the industry's fight against counterfeiting.

Sincerely,

A handwritten signature in black ink, appearing to read "Bill Snyder".

Bill Snyder
Vice President Channel Development, Schneider Electric North America