

ERMCO Pricing Index  
Q1 2023 Update

	UOM	Q4 2022 Base Cost	Q1 2023 Index Value	Q2 2023 Index Value	Content % of Price (Weights)			
					1PH Pole	1PH Pad	3PH Pole	3PH Pad
Aluminum Strip	lbs	100	113.00	117.35	4.6%	3.3%	2.2%	2.9%
Aluminum Wire	lbs	100	102.38	109.72	4.1%	3.2%	3.7%	4.9%
Copper Wire	lbs	100	104.98	115.59	1.1%	0.4%	0.4%	0.4%
Transformer Oil (Mineral)	gal	100	98.69	96.47	4.4%	5.8%	4.1%	5.9%
Core Steel (M3)	lbs	100	100.62	103.82	29.6%	21.0%	21.2%	21.3%
Carbon Steel	lbs	100	88.12	87.87	2.5%	5.4%	3.2%	7.1%
Components		100	109.50	109.50	16.5%	14.4%	12.8%	12.8%
Transportation	per mile	100	84.43	85.58	6.0%	6.0%	6.0%	6.0%

Total Material & Freight Adjustment					68.8%	59.4%	53.6%	61.3%
Annual Labor - applied in Q4 of each year - max of 2% of sell price								
Inc/Dec to Prior Quarter								
Manual Adjustment								
Final Inc/(Dec)								
Index Value		100			101.2	100.4	100.4	100.0

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2023 Change vs Prior Qtr	Q1 2023 Weighted % Change vs Prior Quarter			
	1PH Pole	1PH Pad	3PH Pole	3PH Pad
13.0%	0.6%	0.4%	0.3%	0.4%
2.4%	0.1%	0.1%	0.1%	0.1%
5.0%	0.1%	0.0%	0.0%	0.0%
-1.3%	-0.1%	-0.1%	-0.1%	-0.1%
0.6%	0.2%	0.1%	0.1%	0.1%
-11.9%	-0.3%	-0.6%	-0.4%	-0.8%
9.5%	1.6%	1.4%	1.2%	1.2%
-15.6%	-0.9%	-0.9%	-0.9%	-0.9%

1PH Poles: Increase of +1.2%

1PH Pads: Increase of +0.4% - we are holding pricing to Q4 and not passing through this small increase

3PH Poles: Increase of +0.4% - we are holding pricing to Q4 and not passing through this small increase

2023 Change vs Prior Qtr	Q2 2023 Weighted % Change vs Prior Quarter			
	1PH Pole	1PH Pad	3PH Pole	3PH Pad
3.8%	0.2%	0.1%	0.1%	0.1%
7.2%	0.3%	0.2%	0.3%	0.4%
10.1%	0.1%	0.0%	0.0%	0.0%
-2.2%	-0.1%	-0.1%	-0.1%	-0.1%
3.2%	0.9%	0.7%	0.7%	0.7%
-0.3%	0.0%	0.0%	0.0%	0.0%
0.0%	0.0%	0.0%	0.0%	0.0%
1.4%	0.1%	0.1%	0.1%	0.1%

1.5%	1.0%	1.0%	1.1%
0.0%	0.0%	0.0%	0.0%
1.5%	1.0%	1.0%	1.1%
0.0%	0.4%	0.4%	0.0%
1.5%	1.4%	1.4%	1.1%
101.5	101.0	101.0	101.1

Added 0.4% that was waved in Q1 to the Q2 adjustment for 1PH Pads and 3PH Poles