

March 24, 2020

Re: Covid-19 and Price Gouging

During the current Covid-19 pandemic, we all heard about or experienced shortages of N95 respirators, disposable gloves and hand sanitizer. If you've been fortunate enough to find a supply, there's a good chance that you also ran into excessively inflated prices for these products.

Price gouging is illegal, and businesses that engage in this practice amid a disaster, are being guided by a different moral compass. While circumstances during a disaster may often influence the availability of much sought after products, Connexion believes that this shouldn't warrant the exorbitant or excessive rates some of us have seen charged for essential products.


Usually, when a state's governor declares a "state of emergency," this automatically puts the state's "price gouging" law into place. In the case of Illinois, price gouging laws only apply to fuel and petroleum products. Connexion is voluntarily taking this one step further. Because of the nature of the products we distribute (electrical equipment and supplies), our business is considered an "*Essential Business*" and thereby exempt from the recent [State of Illinois Executive Order 2020-10](#). We feel this exemption carries with it a sense of moral responsibility.

In our daily operations of distributing essential products and services to our contractor customers and other businesses, Connexion will adhere to its normal pricing policies. Just as we have always done, we will notify of [pending price increases](#) or of possible material shortages in the course of receiving these notifications from our suppliers.

[Our core principles](#) guide the Connexion team on our journey of personal and professional growth. These principles embolden a measurement of success not by financial metrics alone, but by how we influence the lives of the people we touch. Our vision, mission, and goals are rooted in these principles and helps us manage our business in an ethical and transparent way.

We are proud to be your partners in commerce and throughout this crisis we are managing through together.

Sincerely,



David Rosenstein

President & CEO