



Powering Business Worldwide

Eaton
B-Line Division
509 West Monroe
Highland, IL 62249

April 2, 2018

To: All Eaton B-Line series Distributors, Wholesalers, Manufacturer's Representatives, and Sales Personnel

Subject: B-Line Division General Price Increase Announcement

Due to continuing increases in the cost of raw materials, Eaton's B-Line Division will be implementing a price increase for B-Line series product lines. This increase will apply to all stock, new project and special price agreements for both stock and made-to-order B-Line series products. Updated pricing shall be effective for all orders received on or after May 15, 2018.

Although the amount may vary by item, the estimated price increase per product line will be as follows:

Bolted Framing: 8%-18%
Cable Tray: 5%-18%
Fasteners: 5%
Pipe Hangers: 12-18%
Seismic: 10%
Electrical Enclosures and Metering: 5%-11%
Rack and Runway: 9%
Comm/Data Cabinets: 12%

Applicable B-Line series price sheets will be available in both spreadsheet and PDF form on or before April 16, 2018. Price sheets may be downloaded at:
http://www.cooperindustries.com/content/public/en/b-line/resources/Library/Literature/Price_Sheets.html

Due to the current volatility of the materials markets and changing government regulations, Eaton's B-Line reserves the right to modify the effective dates or increase percentages of this announcement. Additionally, Eaton's B-Line reserves the right to limit order quantities based on historical purchase patterns, may not accept orders with future release dates, and may reprice current orders that extend beyond the current project quotation date.

If you have any questions regarding this announcement, please contact your local Eaton's B-Line series product manufacturer's representative or salesperson directly.

Thank you for your continued support of Eaton's B-Line Division.

Respectfully,

Kathy Neville
Dir. Customer Satisfaction

Tim Fox
Dir. Product Marketing