

April 30, 2018

Dear Bussmann™ series product distributor:

Increasing commodity costs, freight/transportation costs, and overall industry inflationary pressures continue to impact our business. Due to these cost pressures, Eaton's Bussmann Division announces a **limited** published Distributor price increase effective July 1, 2018. The limited Distributor price increase will apply to the following product lines:

- Power Distribution Blocks – Approximately 5%
- Fuse Blocks – Approximately 3%
- "Metallic" Enclosed Disconnects – Approximately 10%
- A select number of non-feed through stud type junction blocks (c4559-* and C54237-*) – Increase % varies.
- Fuse cabinet and shelf (SFC-FUSE-CAB and SFC-SHELF) – 20%

Spreadsheet versions of both the July 1, 2018, Form BP-CPDS and Form CPRS will be made available on Eaton's My.Eaton portal in the Cooper Customer Center (C3) application by June 1, 2018. To access these spreadsheets from within C3:

- Under *Additional Information and Resources*, click on the *Eaton's Bussmann Business* link.
- Under *Distributor & Sales Tools*, click on the link *Form BP-CPDS July 1, 2018*.
- Under *Distributor & Sales Tools*, click on the link *Form CPRS July 1, 2018*.

To obtain access to the My.Eaton portal, visit <http://www.My.Eaton.com> and click to *Request Access Now*.

Pricing services Industry Data Warehouse and Trade Service will be updated prior to the effective date of the increase.

Orders placed prior to July 1, 2018, for immediate delivery of stock items, will be billed at current prices. Eaton's Bussmann Division retains the right to limit order quantities based on historical ordering patterns. Orders entered on or after July 1, 2018, will be invoiced at the new price levels. Previously quoted projects will be honored as per the originally quoted terms and conditions. Effective July 1, 2018, all new quotations will be issued using the new prices.

Eaton's Bussmann Division is committed to developing innovative product solutions and continuing to be your preferred supplier in circuit protection. We value your business and look forward to your continued support.

Sincerely,



Vinicius Petroni
Vice President Marketing, Electrical Products