



Powering Business Worldwide

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

January 22, 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 on 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 March 1, 2018.

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

- Bolted Framing: 4%
- Cable Tray: 4%
- Fasteners: 3%
- Pipe Hangers: 4%
- Seismic: 2%
- Electrical Enclosures 3%
- Metering: 4%
- Rack and Runway: 4%
- Comm/Data Cabinets: 4%

Applicable price sheets will be available in both spreadsheet and PDF form on or before February 5, 2018. Price sheets may be downloaded at:

http://www.cooperindustries.com/content/public/en/b-line/resources/Library/Literature/Price_Sheets/US.html

Additionally, due to increases in transportation costs, Eaton's B-Line Division will be implementing revisions to its prepaid freight policies effective March 1, 2018. Details of the new policy will be posted at:

http://www.cooperindustries.com/content/dam/public/bline/Resources/Library/terms_conditions/CBL-Freight-Terms-Policy-Addendum.pdf

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,

Chris Peeler
VP of Sales

Kathy Neville
Dir. Customer Satisfaction

Tim Fox
Dir. Product Marketing