

**December 14, 2016**

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

**Subject: Global B-Line Division General Price Increase Announcement**

Due to significant increases in material costs, Eaton's B-Line Division will be implementing a price increase on B-Line series product lines effective January 30, 2017. This increase will apply to all stock, new project and special price agreements for both stock and made-to-order B-Line series products.

This announcement is intended to provide notice that all previous B-Line series product pricing or B-Line series product price sheets currently in effect shall be replaced by the updated pricing as indicated for all orders received on or after January 30, 2017.

Although the amount of the increase may vary by item, the estimated increases will be distributed as follows for each product line:

- 8% average on Bolted Framing
- 4% average on Cable Tray, Spring Steel Fasteners, Seismic, Electrical Enclosures, Metering, Pipe Hangers and DataComm products

All applicable B-Line series price sheets will be available in both spreadsheet and PDF form on or before December 30, 2016. The U.S. price sheets may be downloaded at:  
<http://www.cooperbline.com/pricing-us>

Please note, in an effort to improve the customer experience we will be implementing minimum order quantities on commonly stocked items in Q1 2017. Details of these changes will be communicated in January.

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  
Sr. Manager Product Mktg.