

## Eaton SML cylinders market-based pricing program



# Our best cylinder pricing – upfront



Eaton has introduced a program to capture new cylinder business opportunities at competitive market pricing. On *new* opportunities of \$50,000 or more, you'll receive our most competitive pricing upfront. That means you no longer need to apply for various discounts on these larger opportunities.

Please consult the following program guidelines and work with your account manager on opportunities that may qualify. Together we can grow our cylinder business.

### Why are we doing this?

- Align with market expectations
- Win new cylinder business

### Benefits for our channel partners

- Alignment with market-based pricing in key applications
- Competitive for new design wins
- Better positioned to take advantage of additional aftermarket business

### Program guidelines

- \$50k+ on new business or new opportunities (does not include existing cylinder sales)
- For opportunities below \$50k, existing cylinder discount programs can be applied, including the trade-up program and online ordering discount via the cylinder configurator

### Process for applying the program

- Partner with your account manager
- Eaton team will make final decisions on applying this new pricing after reviewing your quote request

**For more information, please contact your Eaton account manager.**

### Helpful links

Cylinder product portfolio:  
[Eaton.com/cylinders](https://www.eaton.com/cylinders)

Cylinder configurator:  
[Eaton.com/cylinderconfig](https://www.eaton.com/cylinderconfig)

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