

April 8, 2019

Effective April 15, 2019, Eaton Power Quality (PQ) Customers placing orders in Order Center (via My Eaton, My.Eaton.com) will begin transitioning from a temporary, no-cost shipping incentive program to a fixed, cost-by-weight shipping model. The July 2017 no-cost shipping incentive was initially implemented to support our ERP transition from VISTA to SAP. Order Center is the best way to place orders as a direct customer and a fixed cost-by-weight model offers *discounted shipping cost* in comparison to a manually submitted purchase order (OrderEntryPowerQuality@Eaton.com).

The following direct purchase accounts will transition to a fixed, cost-by-weight shipping model effective April 1, 2019:

- Master Distributors (QA, QB)
- Eaton Authorized Power Specialist (QD)

The cost-by-weight shipping model (Table 1) will incorporate the following services:

- Best Way shipping: ground parcel or ground freight
- Dock-to-Dock freight
- FOB Origin

Special note: Expedited Shipping (Next Day/Second Day) is available through Order Center. Customers must indicate their desired carrier, carrier account number and are responsible for all shipping costs associated there in.

The following shipping services are currently not available in Order Center and will require a manual purchase order submission to OrderEntryPowerQuality@Eaton.com for processing. Cost-by-weight shipping costs (in Table 1) will not be applicable:

- Inside Delivery or otherwise White Glove delivery – must be quoted
- FOB Destination – must be approved and quoted
- Lift-Gate Adder: \$75.00 US – must be added as a separate line item if indicated in Shipping/Order Notes (Future Order Center enhancements will support this adder)

Cost-by-Weight shipping charges will automatically be applied to your total order weight when placing your orders in Order Center. Product weight and/or total shipping weight may not be visible during the order creation process in Order Center.

For more on Order Center please visit My.Eaton.com

Thank you for your continued support

Alex Ali
Channel and Sales Manager
alexali@eaton.com

[Table 1]

Weight(lbs.) Ranges	Shipping (\$US)	Weight(lbs.) Ranges	Shipping (\$US)
0 to 50	\$11	3001 to 3100	\$623
51 to 100	\$21	3101 to 3200	\$643
101 to 200	\$41	3201 to 3300	\$663
201 to 300	\$61	3301 to 3400	\$683
301 to 400	\$81	3401 to 3500	\$703
401 to 500	\$101	3501 to 3600	\$723
501 to 600	\$121	3601 to 3700	\$743
601 to 700	\$141	3701 to 3800	\$763
701 to 800	\$161	3801 to 3900	\$783
801 to 900	\$181	3901 to 4000	\$803
901 to 1000	\$201	4001 to 4100	\$823
1001 to 1100	\$221	4101 to 4200	\$843
1101 to 1200	\$241	4201 to 4300	\$863
1201 to 1300	\$261	4301 to 4400	\$883
1301 to 1400	\$281	4401 to 4500	\$904
1401 to 1500	\$302	4501 to 4600	\$924
1501 to 1600	\$322	4601 to 4700	\$944
1601 to 1700	\$342	4701 to 4800	\$964
1701 to 1800	\$362	4801 to 4900	\$984
1801 to 1900	\$382	4901 to 5000	\$1,004
1901 to 2000	\$402	5001 to 5100	\$1,024
2001 to 2100	\$422	5101 to 5200	\$1,044
2101 to 2200	\$442	5201 to 5300	\$1,064
2201 to 2300	\$462	5301 to 5400	\$1,084
2301 to 2400	\$482	5401 to 5500	\$1,104
2401 to 2500	\$502	5501 to 5600	\$1,124
2501 to 2600	\$522	5601 to 5700	\$1,144
2601 to 2700	\$542	5701 to 5800	\$1,164
2701 to 2800	\$562	5801 to 5900	\$1,184
2801 to 2900	\$582	5901 to 6000	\$1,205
2901 to 3000	\$603	>6000	\$1,205

Shipping cost (\$US) are subject to change with notice
 Shipping weights <100lbs, products specific and/or mounted to pallet may ship best way parcel service
 Shipping weights >100lbs are subjected to be shipped best weight freight
 Shipping weights >6000lbs are all a flat cost of \$1,205