



Powering Business Worldwide

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

May 18, 2018

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

Subject: General Price Increase Announcement – Canadian Price List

Due to continuing increases in the cost of raw materials, Eaton's B-Line Division will be implementing a price increase for 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 June 18, 2018.

Although the amount may vary by item, the estimated price increase will be 5%-25% across all product lines.

Applicable B-Line series price sheets will be available in both spreadsheet and PDF form on or before May 23, 2018 with net price files to follow. Price sheets may be downloaded at:
http://www.cooperindustries.com/content/public/en/b-line/resources/Library/Literature/Price_Sheets.html

Due to the current volatility of the materials markets, Eaton's B-Line reserves the right to modify the effective dates or increase percentages of this announcement. Additionally, Eaton's B-Line reserves the right to limit order quantities based on historical purchase patterns, may not accept orders with future release dates, and may reprice current orders that extend beyond the current project quotation date.

Additionally, due to increases in transportation costs, Eaton's B-Line Division will be implementing revisions to its prepaid freight policies effective June 18, 2018. Details of the new policy will be available on or before May 23, 2018 at:
<http://www.cooperindustries.com/content/public/en/b-line/resources/legal.html>

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,

Kathy Neville
Dir. Customer Satisfaction

Tim Fox
Dir. Product Marketing

Greg Kemp
Area Vice President