



Powering Business Worldwide

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

July 30, 2018

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

Subject: Price Increase Announcement

Due to continuing increases in the cost of raw materials and freight, Eaton's B-Line Division will be implementing a price increase for select 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 September 1, 2018.

Although the amount may vary by item, the approximate price increase will be as follows:

- Bolted Framing - Stainless steel (channel & fittings): 7%
- Bolted Framing - Hot dip galvanized (channel & fittings): 7%
- Bolted Framing - Channel (all other finishes): 5%
- Bolted Framing - Fittings (all other finishes): 3%
- Bolted Framing - Fiberglass, BCTS conduit trapeze support & Dura-Blok™ are excluded from this price increase.
- Spring Steel Fasteners - KwikWire: 5%
- Cable Tray - Grounding accessories: 5%
- Pipe Hangers - Malleable & cast iron pipe hangers: 6%

Applicable B-Line series price sheets will be available in both spreadsheet and PDF form on or before August 2, 2018. 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 and changing government regulations, Eaton's B-Line Division reserves the right to modify the effective dates or increase percentages of this announcement. Additionally, we reserve 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.

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,

Jim Karban
VP of Sales

Kathy Neville
Dir. Customer Satisfaction

Tim Fox
Dir. Product Marketing