

April 2nd, 2018

Dear Distributor Partner:

Rising material and transportation costs continue to impact our business. Due to these factors several of Eaton's electrical businesses, including Eaton's Crouse-Hinds Division and Eaton's legacy products are announcing a price increase that will be effective **June 19, 2018**. We recognize the challenging market conditions and have made all efforts to minimize the increases.

The Commercial and Industrial products will increase on average 6%. Actual increases will vary by product type and lifecycle. Please note some products may change more or less than the general increase depending on material cost, volume or other factors; including the correction of errors.

Orders for immediate shipment placed before **June 19, 2018** will be billed at current prices. Crouse-Hinds retains the right to limit order quantities based upon historical ordering patterns.

IMPORTANT NOTES:

- Special Pricing Agreements (SPA's) and Into Stock Pricing (ITS) based upon Price Book in Effect (PIE) and utilizing product group and item discounts will reflect the new price levels effective **June 19, 2018**.
- Non-PIE SPA agreements (firm pricing) will be updated to reflect this increase upon expiration.
- All SPA agreements are being analyzed for opportunities to rationalize agreements based on low volume, profitability and redundant end-users.
- Projects quoted after **June 19, 2018** will reflect the new price levels; open quotations will be honored until the agreed upon expiration date.
- Due to the forecasted inflation on materials we will not be printing a Commercial Products price book for this price increase. We will print the Industrial book.

In order to support price file synchronization between our organizations we will be freezing all changes to Special Pricing Agreements and Into Stock Pricing between May 7th and June 19th 2018. We will continue to price new opportunities as normal during this time.

To assist you in notifying your customers and updating your systems, an electronic version of the Distributor (**D0618 / CP-D0618**) and Trade (**T0618**) price lists effective **June 19, 2018** will be available no later than May 18, 2018, from the Eaton's Crouse-Hinds division site within My.Eaton.com (www.CooperC3.com). Updated pricing information will be communicated to Trade Services and the IDW by **May 14, 2018**. Revised SPAs will be sent no later than **May 18, 2018**. The pricing in these documents will supersede pricing in all previous price documents.

Thank you for your business and continued support.

Sincerely,



Safford Hazen
Vice President, Sales