



Bussmann Division  
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December 21, 2018

Dear Bussmann™ series product distributor,

Increasing production costs, transportation costs, and overall industry inflationary pressures continue to impact our business. We've mitigated and offset these cost pressures since our last general increase dated March 1, 2018. However, due to persistent cost pressures, Eaton's Bussmann division announces a published distributor price increase effective March 1, 2019. The average price increase will be approximately 5%, however, the price increase percentage will vary by catalog number.

Spreadsheet versions of both the March 1, 2019 Form BP- CPDS and Form CPRS will be made available on Eaton's My.Eaton portal in the Cooper Customer Center (C3) application by February 1, 2019. To access these spreadsheets from within C3:

- Under *Additional Information and Resources*, click on the *Eaton's Bussmann Business* link.
- Under *Distributor & Sales Tools*, click on the link *Form BP-CPDS March 1, 2019*.
- Under *Distributor & Sales Tools*, click on the link *Form CPRS March 1, 2019*.

To obtain access to the My.Eaton portal, visit <http://My.Eaton.com> and click to *Request Access Now*.

Pricing services Industry Data Warehouse and Trade Service will be updated prior to the effective date of the increase.

Orders placed prior to March 1, 2019, for immediate delivery of stock items, will be billed at current prices. Eaton's Bussmann division retains the right to limit order quantities based on historical ordering patterns. Orders entered on or after March 1, 2019 will be invoiced at the new price levels. Previously quoted projects will be honored as per the originally quoted terms and conditions. Effective March 1, 2019, all new quotations will be issued using the new prices.

Eaton's Bussmann division is committed to developing innovative product solutions and continuing to be your preferred supplier in fusible circuit protection. We value your business and look forward to your continued support.

Sincerely,

Rufus Barnes  
Vice President / General Manager  
Bussmann Division

Vini Petroni  
Director, Marketing  
Bussmann Division