

February 11, 2020

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

Subject: B-Line Series Price Increase Announcement

Due to increasing transportation and material costs, Eaton's B-Line Division will be implementing a price increase on specific B-Line series product lines effective April 1, 2020. This increase will apply to all stock, special price agreements, and new projects for both stock and made-to-order B-Line series products.

This announcement is intended to provide notice that all previous B-Line series product pricing or B-Line series product price sheets currently in effect shall be replaced by the updated pricing as indicated for all orders received on or after April 1, 2020.

Although the amount of the increase will vary by item based on material content and shipping requirements, the average increase will be 3-5%.

We are also proud to announce that there have been several product line changes and additional parts are now available as part of your in to stock pricing program. In addition, anchors have been moved from the Spring Steel Fastener product line to the Seismic product line as these items are purchased together more frequently. These updates should improve your purchasing experience and help reduce the need for special pricing requests.

All applicable B-Line series price sheets will be available in both spreadsheet and PDF form on or before March 1, 2020. The U.S. price sheets may be downloaded at: <https://www.eaton.com/us/en-us/products/support-systems/b-line-series-price-sheets/b-line-series-united-state-pricing.html>

If you have any questions regarding this announcement, please contact your local Eaton's B-Line Manufacturer's Representative or salesperson directly.

Thank you for your continued support of Eaton's B-Line series solutions.

Sincerely,

Safford Hazen
Crouse-Hinds & B-Line Organization
VP Sales, East



Rob Smith
Crouse-Hinds & B-Line Organization
VP Sales, West

