

Eaton Corporation
Electrical
1000 Cherrington Parkway
Moon Township, PA, 15108



Date **April 9, 2021**

To **Eaton's Electrical Channel Partners**

Copy **Eaton Sales & Marketing Personnel**

Subject **Price Increase Announcement**

Eaton, like other manufacturers in our industry, continues to experience additional cost increases in key commodities, logistics and other areas. These cost increases are significant and exceed our ability to mitigate or offset them. Accordingly, several of Eaton's electrical businesses including Eaton's legacy products and certain Power Quality product families are announcing a price increase that will be effective June 25, 2021. This price increase is in addition to the previously announced increase effective April 19, 2021.

Most Engineered Assemblies and Standard Products will increase by 5-15%. Specific increase amounts vary by product type. The increases apply to all customer categories including OEM, Retail, End Users, Contractors and Distribution.

Engineered Assemblies & Standard Products (VISTA only)

- Changes will be implemented through list price and some multiplier changes.
- Updated Discount Schedules and a searchable PDF file of the Price and Availability Digest (PAD) will be available on My.Eaton.com no later than May 26, 2021. There will be no USPS mailings of these documents.
- Into-stock pricing (DSP) information will be available no later than May 26, 2021 via Vistaline on the Web (VOTW) under the Pricing File option.
- All existing Customer Specific Pricing (CSP) agreements are subject to this price increase. CSP files will be available via VOTW no later than May 26, 2021.
- Existing orders must be released for manufacture prior to June 25, 2021 or be subject to this price increase. Please refer to Selling Policy 25-000 or your local Sales Engineer for more details.
- Eaton reserves the right to limit orders at the current price to typical historic volumes.
- Outstanding quotations and proposal orders greater than 30 days old will be subject to the price increase.

Specific details and timing of the price increase will be available on My.Eaton.com.

We appreciate your support and continued efforts to promote and sell Eaton products/services. If you have questions concerning the price increase, please contact your local sales engineer.

Will Green
Vice President, Channel

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SVP, Marketing and Commercial Operations