



Eaton's Crouse-Hinds and B-Line series product price increase announcement

August 24, 2021

Dear valued partner,

Eaton, like other manufacturers in our industry, continues to experience additional cost increases in key commodities, logistics and other areas along with extended lead times from suppliers. Metals continue to rise to higher levels with demand outpacing supply.

Eaton's Crouse-Hinds, B-Line and Oil & Gas Group is announcing the following:

- New price increase on Crouse-Hinds and B-Line product families that will be effective **October 18, 2021**. This price increase is in addition to the previously announced increases.
 - Overall minimum average increase of 4 to 10%; certain product lines with higher commodity content may vary
 - Existing quotations greater than 15 days old will be subject to the price increase
 - We will be freezing all changes to Special Pricing Agreements and Into Stock Pricing until October 19, 2021
 - We reserve the right to invoice at price-book in effect at the date of shipment, please refer to section 2(a) of our standard Terms & Conditions for more information.
- Specific to the June 1, 2021 and August 1, 2021 price increases and the following product families: Steel Boxes, Gratings, EMT, Bolted Framing and Fasteners – the following stipulations remain in place:
 - We have suspended all traditional lags between notification and implementation of price increases
 - We reserve the right to invoice at price-book in effect at the date of shipment, please refer to section 2(a) of our standard Terms & Conditions for more information
 - All quotations will have 15 days validity
 - Purchase quantities will be limited based upon historical ordering patterns

We recognize that this deviates from historical practices and the challenges associated with the frequency of increases and price in effect necessity, but we have limited alternatives given the hyper-inflationary market. We remain focused on improving service commitments and managing current raw material supply chain challenges.

Thank you for your business and continued support.

Sincerely,

A handwritten signature in black ink, appearing to read "Safford Hazen".

Safford Hazen
North American VP Sales
Crouse-Hinds and B-Line

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