



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

March 11, 2021

Dear valued partner,

Inflationary pressures to the cost of materials and logistics have been significant over the past six months and are expected to continue their upward momentum. While we constantly look for ways to mitigate these impacts on our customers, we are faced with unprecedented increases. Due to these factors, Eaton's Crouse-Hinds, B-Line and Oil & Gas Group is announcing a price increase that will be effective **May 1, 2021**.

All B-Line series and Crouse-Hinds series product families will have a minimum average increase of 5-15%. Some products lines with higher material cost inflation, such as outlet boxes, steel fittings, strut and safety gratings will have a price increase averaging 15-25%. Please note, some products may change more or less than the general increase depending on material cost, volume or other factors, such as correction of previous pricing errors.

Orders for immediate shipment placed before **May 1, 2021**, will be billed at current prices. Eaton's Crouse-Hinds, B-Line and Oil & Gas Group retains the right to limit order quantities based upon historical ordering patterns.

Important notes:

Special Pricing Agreements (SPAs) 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 **May 1, 2021**.

- 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 May 1, 2021, will reflect the new price levels; open quotations will be honored until the agreed upon expiration date.

We will be freezing all changes to Special Pricing Agreements and Into Stock Pricing between March, 11 2021, and May 1, 2021. 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 (D0521 / D0521C) and Trade (T0521) price lists effective May 1, 2021 will be available no later than April 1, 2021.

- Price lists for Crouse-Hinds series products will be posted [here](#) on My.Eaton.com (log into My.Eaton.com prior to clicking link).
- B-Line series price books will be available at this [link](#).
- Updated pricing information will be communicated to Trade Services and the IDW by April 15, 2021.
- Revised SPAs will be sent no later than April 15, 2021. The pricing in these documents will supersede pricing in all previous price documents.

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