



Powering Business Worldwide

Price Increase Announcement

March 22, 2022

Eaton, like other manufacturers, continues to experience additional cost increases in materials, component parts, logistics, labor, and other areas. These cost increases have been worsened by the continued supply chain disruptions affecting our industry. These disruptions result in higher costs as we qualify and source from alternative suppliers, meet certification requirements, pay premium freight rates, and deal with significant schedule disruptions in our manufacturing facilities. While Eaton continues to implement actions to mitigate those costs, those actions are not sufficient to offset the increased costs. Accordingly, several of Eaton's electrical businesses, including legacy Eaton, Bussmann & Wiring Device products are announcing a price increase that will be effective May 19, 2022.

Legacy engineered assemblies and standard products will increase 7-13% with some products experiencing higher increases. Wiring Device products will increase 8-13%. Bussmann products will increase 15-20%. Specific increase amounts vary by product type. The increases apply to all customer categories including OEM, Retail, End Users, Contractors, and Distribution.

Following are additional details on the increase:

- Existing orders must be released for manufacture prior to May 19, 2022 or be subject to this price increase. Eaton will be evaluating orders that have been on hold more than 30 days to ensure pricing reflects current levels. Please refer to Selling Policy 25-000 or your local Sales Engineer for more details.
- Outstanding quotations and proposal orders greater than 30 days old will be subject to the price increase.
- Eaton reserves the right to limit orders at the current price to typical historic volumes.
- Changes will be implemented through list price and some multiplier changes.
- Legacy Eaton 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 April 19, 2022. There will be no USPS mailings of these documents.
- Legacy Eaton Into-Stock Pricing (DSP) information will be available no later than April 19, 2022 via Vistaline on the Web (VOTW) under the Pricing File option.

- Legacy Eaton Customer Specific Pricing (CSP) agreements are subject to this price increase. CSP files will be available via VOTW no later than April 19, 2022.
- Wiring Device Into-stock and SPA files will be made available via Eaton's Wiring Devices pricing SharePoint site (respective agent folders) no later than March 25, 2022.
- Bussmann and Edison price files will be made available on Eaton's My.Eaton portal by April 19, 2022.
 - To access May 19, 2022 BP-CPDS, CPRS and EDLP spreadsheets from my.eaton.com:
 - Under Pricing & Availability → Electrical → Product & Price References → Bussmann Price Files
- Bussmann Automotive and Hardware Distributor price files Forms Auto-D and HWD-D will be made available from your Sales Representative on March 22, 2022.

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 or Eaton account manager.

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