



Powering Business Worldwide

Eaton's Lighting Business  
1121 Highway 74 South  
Peachtree City, GA 30269  
United States of America  
tel: 770-486-4800

**May 15, 2018**

Dear Distributor and Agent Partners:

Due to continuing increases in the cost of metals, commodities, freight and other logistic components, Eaton's Lighting Division will implement a general price increase on legacy technology products and select LED and controls products. Price adjustments will vary by product category with an average 6% increase across all adjusted products. Products with a heavy metals composition may see higher than average increases.

The price increase will become effective on **July 16<sup>th</sup>, 2018**. Orders placed before **July 13<sup>th</sup>, 2018** will be invoiced at current prices. Quotations issued before **July 13<sup>th</sup>, 2018** will need to be re-submitted to Eaton for review. All quotations after this date will reflect the new price levels.

Applicable Lighting Division price sheets will be available in both spreadsheet and PDF form on or before **June 15<sup>th</sup>, 2018**. Price sheets will be made available from your local Eaton Lighting Division product manufacturer's representative or salesperson.

Due to the current volatility of the materials markets and changing government regulations, Eaton's Lighting Division reserves the right to modify the effective dates or percentages of this announcement and may reprice current orders that extend beyond the current project quotation date.

If you have any questions regarding this announcement, please contact your local Eaton Lighting Division product manufacturer's representative or salesperson directly.

Eaton's Lighting Division will continue to develop and deliver innovative, cost-effective lighting solutions to the marketplace. We value your business and thank you for your continued support.

Sincerely,

A handwritten signature in black ink, appearing to read "Joe Melchior".

Joe Melchior  
Vice President, Sales