

Date: February 25, 2019
To: C&I Distributor and Agent Partners
Subject: Update on USTR Tariffs and Pricing

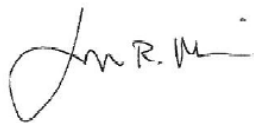
The United States government announced intent to delay implementation of the 25% tariff effective March 1, 2019 on Chinese-manufactured components and finished goods.

In response, Eaton Lighting will suspend the planned March 1, 2019 price increase until further information is made available. This increase affected tariff products as well as non-tariff-impacted products across several key categories that have been subject to increasing costs in metals, commodities, freight, logistics, wage inflation, and currency fluctuations. Over the coming weeks, Eaton Lighting will clarify planned pricing adjustments and associated timelines for products that have been impacted by such variables.

We are committed to our partners and customers and will continue to invest in developing and delivering innovative, cost-effective lighting solutions. We value your business and thank you for your continued support and patience as we both navigate through these dynamic challenges in the market.

For additional information please contact your local Eaton Lighting salesperson.

Sincerely,



Joe Melchioris
Vice President, Sales