

Date: May 9th, 2019
To: C&I Distributor and Agent Partners
Subject: Update on USTR Tariffs and Pricing

On December 7th, 2018 Eaton Lighting released a notification of the postponement of the up to 15% price increase on tariff-impacted skus, previously planned for January 1st, 2019, to March 1st, 2019. In February the increase was postponed again until the US government provided a new date on the remaining tariff increase to 25% on finished goods and components from China.

Based on recent government proceedings, Eaton confirms that the price increase of up to 15% will move into effect starting May 20th, 2019 on select finished goods manufactured in China, as well as other finished goods indirectly affected by tariffed components. This increase is part of the U.S. Department of Commerce and the U.S. Trade Representative (USTR) implementation of the 25% tariff, starting May 10th, 2019.

Orders placed on or before Friday May 17th, 2019 with immediate release, defined as released for immediate manufacture and shipment, will be invoiced at current prices. Orders placed on or before May 17th without immediate release will be invoiced at the new prices. All orders, irrespective of quotation date, entered or released after May 17th, 2019 will be invoiced at the new prices.

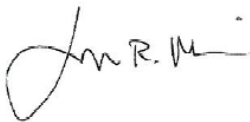
Details of the total increase, by individual product lines, can be obtained by contacting your Eaton Lighting sales representative.

We will continue to closely monitor USTR developments and communicate any changes that might impact our announced increases accordingly.

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 times in our industry.

For additional information please contact your local Eaton Lighting sales representative.

Sincerely,



Joe Melchioris
Vice President, Sales



Ken Walma
Vice President & General Manager