

12 December 2022

Re: February 2023 Price Revision

Dear Valued Customer,

2022 has been an extremely difficult year with increased material, energy, freight, and inflationary costs severely impacting the industry. Forecasts indicate 2023 to be another challenging year driven by macro-economic and inflationary conditions

Considering these factors, Eaton Electric South Africa finds it necessary to implement a price increase effective as of 1<sup>st</sup> February 2023

The scheduled price increase is on average approximately 8% but there are some items that may vary at larger percentages due to individual cost factors. Updated price lists will be issued early January 2023 detailing exact price increases.

Product Range	Average Percentage Increase
<b>Industrial Control and Protection</b>	
IEC Pilot Devices, Sensors and Limit Switches	8%
IEC Switching Devices and Cam Switches	8%
IEC Motor Control and Protection	8%
IEC Automation	8%
Conveyor Safety Products	8%
NEMA Pilot Devices, Sensors and Limit Switches	8%
<b>Power Distribution Division</b>	
IEC Miniature, Moulded Case and Air Circuit Breakers	8%
IEC Enclosures	8%

Quotations and tenders submitted prior to this notification will be honoured for a period of 30 days from the date of quotation, provided that a list of such quotations is submitted to Eaton Electric (South Africa) prior to the effective increase date and agreed with the respective Sales Managers.

Forecast orders received on our system will be changed to new pricing on 1<sup>st</sup> March 2023. The above-mentioned price increase will also apply to all long-term end user contracts.

Please ensure that this increase is communicated to all relevant personnel in your company.

Should you have any queries regarding this notification please contact your Eaton Sales Representative.

Yours Sincerely



Devan Reddy  
Field Product Manager  
Power Management and Control Components