

**Cooper B-Line**  
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**January 9<sup>th</sup>, 2012**

**To: All Cooper B-Line Distributors or Wholesalers, Manufacturer's Representatives, and Sales Personnel**

**Subject: North American General Price Increase Announcement**

Cooper B-Line will be implementing a general price increase of approximately 4%-6% driven by cost increases in materials, logistics and other operational costs. We will also be changing our freight allowed minimum threshold on Cable Tray (including Flextray) to \$5,000. The Cooper B-Line Promise Program freight program will not be affected. Price and freight changes will go into effect on February 17<sup>th</sup>, 2012.

**Effective February 17<sup>th</sup>, 2012, Cooper B-Line will be implementing a price increase on the following products:**

<b><u>Product Line</u></b>	<b><u>Average Increase</u></b>
Bolted Framing – Channel/Fittings	4%-6%
Gratings	4%-6%
Pipe Hangers	4%-6%
TOLCO Seismic and Fire Protection	4%-6%
Electrical Enclosures	4%-6%
Spring Steel Fasteners	4%-6%
Comm Data Products	4%-6%
Cable Tray (Including Flextray)	Freight Policy Change

This announcement is intended to provide notice that all previous pricing or price sheets currently in effect shall be replaced by the updated pricing as indicated for all orders received on or after February 17<sup>th</sup>, 2012. These announced list price increases will also be applied to all blanket and special pricing agreements.

In order to support the price increase implementation we will be freezing all changes to into-stock pricing agreements effective today. All applicable Cooper B-Line price sheets will be made available in both spreadsheet and PDF form on or before January 13<sup>th</sup>, 2012. The US price sheets may be downloaded at: <http://www.cooperbline.com/pricing-us>. The Canadian price sheets may be downloaded at <http://www.cooperbline.com/pricing-canada>.

Should you have any questions regarding this announcement, please contact your local Cooper B-Line Manufacturer's Representative or your Cooper B-Line salesperson directly. Thank you for your continued support of Cooper B-Line products.

Respectfully,

A handwritten signature in black ink that reads "Joe Kline".

Joe Kline  
VP of Marketing

A handwritten signature in black ink that reads "Mark Reinders".

Mark Reinders  
VP of Sales