

HOWARD[®]

LIGHTING PRODUCTS

 A Division of Howard Industries, Inc.

Derral Ward

Vice-President of Sales & Marketing

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September 18, 2018

Dear Customers and Agent Partners,

Due to the continuing increases in material and transportation cost, plus the new tariff (10%) imposed on material effective September 24th; Howard Lighting will be implementing a general price increase. Effective October 1st pricing on specific product families will be adjusted based on the increased cost and tariffs imposed by the USTR. Price increases will vary by product family.

The price increase will become effective on October 1st, 2018. All orders placed and shipped prior to October 1st will be invoiced at current and quoted pricing. Orders shipped after October 1st may be subject to an increase. Although we have substantial inventory of material and finished goods, there may be material shortages that will be impacted with the new tariffs resulting in finished product price increases.

Due to the current volatility of material cost and changing government regulations in regard to tariffs, Howard Lighting reserves the right to modify the effective dates or percentages of this price increase announcement. In addition we may reprice current orders that extend beyond the original project quotation date. Howard Lighting will continue to monitor the continuing changes related to tariffs and if necessary reserves the right to make price changes as necessary.

If you have any questions regarding this price increase announcement, please contact your Howard Lighting manufacturer's representative or Howard sales team. We appreciate your support and business.

Sincerely,

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Derral Ward