



May 10, 2019

Subject: Most recent tariff announcement

To Our Valued Partners,

As you may have seen in today's news, President Trump has initiated an additional 15% "third list" of tariff fees that is effective today, May 10th, 2019.

Knowing this, we will be implementing a 12% increase to pricing across all four Barron brands - Exitronix, Trace-Lite, specialtyLED and Growlite. We are updating our price guides now to reflect this change effective June 1st, 2019. We will continue to monitor this situation closely, and provide as much relief and time to plan should anything change in the near future.

Here are a few guidelines for open quotes and orders:

- Orders received by Barron Lighting by May 31st, 2019 for immediate shipment will be honored at the prices in effect at the time of order placement.
- Orders accepted by Barron Lighting prior to the close of business on May 31st, 2019 but will ship on or after June 1st, will be at the new prices.
- Please request revisions to any quotes that you anticipate to ship and/or release after June 1st, 2019.

Thank you again for your patience and understanding while we collectively navigate through this situation. If you have any questions, please do not hesitate to contact us.

Regards,

A handwritten signature in black ink that reads "Heather McCune".

Heather McCune
V.P. of Sales Operations
heather.mccune@barronltg.com

This email has been sent to all agency personnel.

EXITRONIX specialtyLED TRACE*LITE Xgrowlite

