



May 14, 2019

LSI Lighting Agent Partners,

The U.S. Department of Commerce and U.S. Trade Representative (USTR) has implemented the previously announced 15% tariff on Chinese-manufactured components and finished goods effective May 10, 2019. This increases the total tariff on these items to 25%, resulting in many lighting companies announcing another 15% price increase.

You have a strategic advantage. **As an AMERICAN Lighting company**, LSI not only designs and tests in the US - **the majority of our products are manufactured in the US** as well. By leveraging our seven US manufacturing plants and global sourcing from non-tariffed markets, LSI can minimize the impact to you and our customers. **Many products will NOT see a price increase** and we anticipate the average price increase to be less than 7%, effective May 24th, 2019.

- LSI will honor current pricing for all orders entered for immediate release by May 24th, 2019.
- New prices will be visible in GLAZE by May 24, 2019. Pricing may continue to fluctuate over the coming months as we work through our component inventory. To ensure you have the latest pricing information, please download the latest file from the Smartfile/FTP site at least every 7 days or when creating new quotes.
- For previously quoted projects that cannot be released by May 24, 2019, please contact your quotations representative to update your quote with new prices.
- Orders received after May 24, 2019 will be requoted and entered at the new prices.

While our US manufacturing allows us to offset much of the tariff impact, we recommend submitting all new orders now, and release for immediate shipping all previously quoted projects, to avoid the necessary increases on May 24.

LSI remains committed to ensuring you have the products and prices needed to be successful in each of your markets. Thank you for your support as we continue to navigate these ongoing changes in our industry. We believe representing an American lighting company gives you a competitive advantage to write more business.

Best regards,

A handwritten signature in black ink, appearing to read "Terry Bair".

Terry Bair
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A handwritten signature in black ink, appearing to read "Mark Tuttle".

Mark Tuttle
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