

Dear Valued Distributors Partners and ESL Sales reps

The US Trade representative (USTR) increased the Tariff for many products exported from China. After May 10<sup>th</sup>, 2019 many lighting components and goods will be subjected to a 25% duty rate from the previous 10%.

In an effort to minimize the effect on our customers and absorb the majority of the increase ESL announces the following updates

ESL will honor current pricing on all orders received before and on the 15<sup>th</sup> of June

Absolutely no change will be experienced on the following categories:

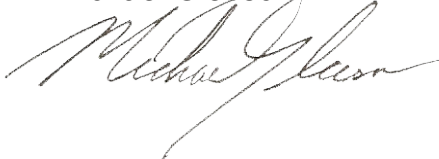
- Type B T8's
- Type A/B T8's
- CL Lamps

On all other categories ESL will release a pricing update reflecting an approximate 10% increase. It is ESL's priority to continue to limit the exposure our customers experience during these changes. If you have any questions, please contact your local ESL Vision manufacturer's representative or your dedicated ESL Vision sales person directly.

We value your partnership and look forward to continuing to grow our business together

Regards,

Michael Gleeson

A handwritten signature in black ink that reads 'Michael Gleeson'.

Jeff Provolt

A handwritten signature in black ink that reads 'Jeff Provolt'.