



September 7, 2018

Dear Distributor and Agent Partners,

The U.S. Department of Commerce and the U.S. Trade representative (USTR) have published proposed tariff increases on over \$200B in goods including lighting fixtures, controls and lighting components. As an employer of US manufacturing workers, RAB applauds efforts to improve our competitiveness in the world markets, these increased tariffs change the cost landscape for our products in ways we cannot completely absorb; therefore, we are announcing the following:

A price increase ranging from 8-14% depending upon the product category will become effective **November 16, 2018**. Orders entered for immediate shipment on or before **November 16, 2018** will be invoiced at current prices. Quotations will be honored at the price as quoted, through the quotation expiration date.

New pricing will be available in both spreadsheet and PDF form on or before **October 15, 2018**. Pricing will also be available to you on the distributor portal of rablighting.com or by contacting your local RAB representative. If you have any questions regarding this announcement, please contact your local RAB product manufacturer's representative or RAB salesperson directly.

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I thank you for your continued support.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ross Barna', written over a white background.

Ross Barna
CEO

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