



WE-EF Lighting USA
410-D Keystone Drive
Warrendale, PA 15086
724-742-0030

Date: September 21, 2018
To: Partners and Valued Customers
Subject: Price Increase

The lighting industry is seeing cost increases across a number of components and products. To compound those cost increases, the U.S. Department of Commerce and the U.S. Trade representative (USTR) have imposed tariffs on many lighting components, based on the origin. As the result of imposed tariffs, as well as the overall increase in material costs, WE-EF will be implementing a price increase, varying from 6 - 11 %, depending on the product.

The price increases will become effective November 1, 2018. Orders entered for immediate shipment on or before November 1, 2018 will be invoiced at current prices. Quotations will be honored at the price as quoted, through the quotation expiration date.

Please note this price increase is outside of our control.

Be assured that we will not compromise the quality of our products or our delivery based on these changes. Our products will always be built here in the United States.

WE-EF will continue to provide highly advanced, world class fixtures, for the most cost-effective lighting solutions.

Thank you for your ongoing support.

Sincerely,

Juergen Boenisch
President and CEO