



Date: December 5, 2018

To: Acuity Customers

Subject: January Price Increase Notification Letter

In November, we announced a price increase to be effective January 2, 2019, as a result of increases in our product input costs, including the direct and indirect impact from higher tariffs which the USTR had planned to implement on January 1, 2019. As a result of the U.S. and China trade discussions on December 1, 2019, the Trump administration has announced a pause on any additional tariffs for 90 days while trade negotiations continue.

Therefore, we will not be proceeding with our announced January increase at this time. All other previously announced and implemented increases are in full effect and will be followed accordingly.

This is a very dynamic and unprecedented time in our industry. We will continue to monitor the USTR actions and communicate any changes that might affect our announced increases or future increases accordingly. If the increased tariffs proceed in 90 days, our previously announced increase of up to 15% will be implemented at such time.

Best Regards,

Handwritten signature of Sero Cardamone in black ink.

Handwritten signature of Amra Boucher in black ink.

Handwritten signature of Mike DeBlois in black ink.

Sero Cardamone  
SVP, Global Sales

Amra Boucher  
VP, Customer Engagement

Mike DeBlois  
VP, Pricing Operations