



May 13, 2019

Dear Distributor and Agent Partners,

The U.S. Department of Commerce and the U.S. Trade representative (USTR) have implemented additional tariff increases on many goods including lighting fixtures, controls and lighting components.

These increased tariffs were implemented by the USTR with unprecedented speed and impact the cost landscape for our products in ways we cannot completely absorb; therefore, we are announcing the following:

An average 15% price increase effective May 20, 2019.

Orders entered for immediate shipment on or before May 20th 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 spreadsheet form on or before May 16, 2019. Pricing is also 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.

I thank you for your continued support.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ross Barna'. The signature is stylized with a large, sweeping 'R' and 'B'.

Ross Barna
CEO

RAB Lighting, Inc.
170 Ludlow Avenue
Northvale, New Jersey 07647

888 722-1000
888 722-1232 (fax)
rablighting.com