



February 17, 2021

To Our Valued Customers and Agency Partners

RE: Steel Pole Price Announcement

As a direct result of the continuing increases to the price of steel and other associated manufacturing and shipping costs, we will be increasing steel pole prices on average 5%. Aluminum poles are not be impacted at this time.

The following terms are being applied to the increase:

- All quotes involving impacted products and issued at current quoted price levels will be honored to their existing terms and conditions and will expire no later than **March 19<sup>th</sup>, 2021** unless otherwise reviewed and approved by your Hubbell Lighting quotations manager.
- Orders for impacted products will be accepted at current price levels through **March 19<sup>th</sup>, 2021**. Thereafter, new pricing will be applied.

Updated price files will be distributed in the days ahead and we will be initiating quoting projects at new price levels immediately.

This continues to be a challenging time for our industry, and we appreciate your continuing support of Hubbell Lighting as we look to implement these changes as smoothly as possible.

If you have any questions, please reach out to your Hubbell Lighting sales manager or quotations representative for additional support.

Sincerely,

Handwritten signature of James Farrell in blue ink.

Jim Farrell  
Vice President / General Manager  
Hubbell Commercial

Handwritten signature of Tom Benton in blue ink.

Tom Benton  
Vice President Sales & Marketing  
Hubbell Commercial Lighting