



January 11, 2021

Dear Agent Partners,

As a result of the global pandemic, the lighting industry continues to face rising costs across several commodity materials such as steel, aluminum, electronics, freight and logistics, and unfavorable foreign exchange rates.

We therefore are announcing the following price actions:

- **A price increase of up to 8% on LED lighting fixture, pole and control products.** The price increase will be **effective March 1, 2021**. Updated pricing will be made available February 15, 2021. All existing orders will ship at current prices. All new orders entered and released for shipment before February 25 will be invoiced at current prices. All new orders entered and released for shipping after February 25, 2021 will be invoiced at the new prices.
- **A price increase of 3% on LED lamp and drivers.** The price increase will be **effective March 1, 2021**. Updated pricing will be made available February 15, 2021. All existing orders will ship at current prices. All new orders entered and released for shipment before February 25 will be invoiced at current prices. All new orders entered and released for shipping after February 25, 2021 will be invoiced at the new prices.

We value your business and thank you for your patience as we navigate these challenging times. Please contact your Current representative for specific pricing details and additional information.

Sincerely,

A handwritten signature in blue ink that reads "Chip Taylor". The signature is written in a cursive, flowing style.

Chip Taylor