



Date: February 27, 2019

To: Acuity Customers

Subject: Tariff Update Notification Letter

In early February, we announced a price increase to be effective March 4, 2019, as a result of increases in our product input costs, including the direct and indirect impact from higher tariffs, the implementation of which the USTR had previously delayed until March 1, 2019. As a result of the U.S. and China trade negotiations over the past week, the Trump administration has announced an intent to delay an increase to the tariffs.

Therefore, we will not be proceeding with our announced March increase at this time. All other previously announced and implemented increases remain in full effect and outlined processes 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 previously announced increases or future increases accordingly. If the tariffs proceed at a later date, 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