



DATE: May 9, 2019
TO: Our Valued Customers and Agency Partners
RE: Price Increase Update

In November of 2018, Hubbell Lighting communicated its intent to increase pricing because of continued inflationary pressures and the USTR’s plan to raise tariffs on impacted Hubbell Lighting products and related components from their current 10% level to 25%.

Because of the continuing negotiations between China and the USTR, the USTR delayed implementation of those incremental tariffs and our associated price increases were postponed accordingly.

On May 6, 2019, the USTR indicated that the previously announced tariff increases will now be implemented on Friday, May 10th.

Correspondingly, effective May 20th, Hubbell Lighting will be implementing our previously announced increase on tariff affected products by amounts of up to 15%. Should these incremental tariffs not be implemented, we will immediately rescind the associated increases.

The following terms are being applied to the increase:

- All quotes involving impacted product and issued at current quoted price levels will be honored to their existing terms and conditions and will expire no later than May 17th, 2019 unless otherwise reviewed and approved by your Hubbell Lighting Quotations Manager.
- Orders for impacted products will be accepted at current price levels until May 17, 2019. Thereafter, new pricing will be applied.

Updated pricing will be distributed over the next week and we will be adjusting our quotations for new projects that will ship after May 20th immediately.

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

Sincerely,

Tom Benton, VP Brand Management

Chris Stockton, VP Sales

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AREA LIGHTING

BEACON PRODUCTS

COLUMBIA LIGHTING

COMPASS

DUAL-LITE

HUBBELL
CONTROL
SOLUTIONS

HUBBELL
INDUSTRIAL
LIGHTING

HUBBELL
OUTDOOR
LIGHTING

KIM LIGHTING

KURT VERSEN

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