



DATE: September 4<sup>th</sup>, 2019  
TO: All US C/I Agents and Customers  
RE: Tariff related Price Increase

The USTR has announced their intention to raise tariffs from 25% to 30% effective October 1<sup>st</sup>, 2019. As a result, Hubbell Lighting will be increasing prices on impacted products from 3-5% effective October 3<sup>rd</sup>.

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 October 2<sup>nd</sup>, 2019 unless otherwise reviewed and approved by your Hubbell Lighting Quotations Manager.
- Orders for impacted products will be accepted at current price levels until October 2<sup>nd</sup>. Thereafter, new pricing will be applied.

Updated pricing will be distributed over the coming days and we will be adjusting our quotations for new projects that will ship after October 3<sup>rd</sup> immediately. Should these proposed tariff increases be rescinded, we will immediately discontinue this planned increase.

Thank you for your continued support of Hubbell Lighting.

Sincerely,

Tom Benton, VP C/I Brand Management

Chris Stockton, VP Sales

ALERA LIGHTING

ARCHITECTURAL  
AREA LIGHTING

BEACON PRODUCTS

COLUMBIA LIGHTING

COMPASS

DUAL-LITE

HUBBELL  
CONTROL  
SOLUTIONS

HUBBELL  
INDUSTRIAL  
LIGHTING

HUBBELL  
OUTDOOR  
LIGHTING

KIM LIGHTING

KURT VERSEN

LITECONTROL

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