



July 1, 2019

To: All U.S. IDEAL Electrical and Buchanan Construction Products Distributors

The U.S. Government initiated an average 25% tariff on thousands of products manufactured in China and imported to the United States. IDEAL Electrical has been researching and assessing the impact to our business. We have identified the handful of IDEAL products that will be impacted by these tariffs. Our many products that are manufactured in the United States, will see no increase.

For these select products, on September 1, 2019 all prices, including standard distributor prices, trade prices, and quotes for all impacted products will be increased.

We appreciate your continued support for the IDEAL family of products and look forward to growing our mutual businesses together.

If you should have any questions, please reach out to your local field representative, or if needed, call our Customer Success Team. Thank you for your continued IDEAL support.

Best regards.

A handwritten signature in red ink, appearing to read "Joe Saganowich". The signature is fluid and cursive, with a prominent loop at the end.

Joe Saganowich
Vice President – Sales