



Intermatic Inc.
7777 Winn Road • Spring Grove, IL 60081
Intermatic.com

May 21, 2019

Dear Valued Customer,

As I am sure you are aware, recent trade discussions have resulted in significant tariff increases on products manufactured in China. As a result, there are ongoing industry-wide pricing initiatives to recoup incremental costs on affected products.

Though we will continue to work to minimize the impact of this situation on our customers, we are left with little option but to implement a proportionate price adjustment on part numbers directly affected by the increased tariffs.

Effective July 1, 2019, we will be implementing a price increase of *up to 15%* on select products. The increase will be variable for each SKU within the following categories:

- Plug-In Timers
- Photocontrols
- Commercial Electronic Controls
- Pool & Spa Solutions
- Mechanical Controls
- Grässlin Controls
- Weatherproof Enclosures
- Outdoor Lighting Controls
- In-Wall Timers
- DIN Rail Smart Controls

This announcement is intended to serve as a general notice of price adjustments.

New electronic price files will be available prior to the increase and will detail specific price changes for each SKU. Your local Intermatic Representative is available to assist you with any questions you may have regarding this change in pricing.

As the tariff implications are immediate, this price increase will apply to stock, special price agreements and to any new project quotes. All orders placed on or after July 1, 2019 will invoice at the adjusted prices. We will continue to monitor the impact of these tariff changes and adapt pricing policies accordingly.

We value your business and thank you for your continued support.

Sincerely,

A handwritten signature in black ink, appearing to read 'Steven French', written in a cursive style.

Steven French

Sr. Director of Sales