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To Our Valued Distribution Partners:

To follow up on our June 6th note, we will be moving forward with a price increase on a limited set of Pass & Seymour products due to the ongoing China tariff situation and continued pressures on product costs. We are delaying our originally announced increase effective date to ensure that you have time to properly update your systems with the new prices. We will be implementing a price increase on the following product categories effective August 26<sup>th</sup>, 2019:

Product Category	Average Increase
Lighting Controls	5-12%
Lampholders	6%
Plastic Boxes	6%

Special Price Agreements (SPA's/Blanket quotes) will be increased upon their renewal. Our local sales teams will work closely with you on these renewals. All job quotes for affected products, will be subject to the price increase starting August 26<sup>th</sup>, 2019.

Your detailed price sheets by catalog number will be available for you to download from our website by July 29<sup>th</sup>. The IDW, Trade Service, and Material Express databases will be updated that week as well. Please contact your sales representative with any questions regarding the price increase or if you require any assistance downloading your price files.

Thanks for your understanding during this time of change. If you have questions or need additional information, please contact your sales representative. We truly appreciate your support of Legrand and will continue working hard to earn your business.

John Hoffman  
Executive VP of Sales  
and Demand Creation