



**Mike Overstreet**

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**May 13, 2019**

To: Hubbell Commercial Construction Distributors

Subject: RACO/TayMac/Bell Price Adjustments

Under Section 301, the White House directed the United States Trade Representation (USTR) to impose tariffs on Chinese Imports. Tariff List 3 was implemented at 10% on September 24, 2018 and an additional 15% tariff was implemented on May 10<sup>th</sup>, 2019 (see attached PDF file), raising the effective tariff to 25%.

This increase in Tariff List 3, as well as continued freight and logistics increases, makes it necessary for the RACO, TayMac, and Bell brands to implement a price increase effective July 1<sup>st</sup>, 2019. The impact by brand is as follows:

- **RACO Fittings, Ceiling Fan Boxes, and Floor Boxes: 11%**
- **TayMac Weatherproof Products and Wall Plates: 11%**
- **Bell Weatherproof Products: 11%**

This price action will apply to stock pricing effective July 1<sup>st</sup>, 2019, and Ship & Debit quotes will also be increased effective that date for the listed products. To ensure the accuracy of the price files sent to our distributor partners, changes to stock price tables for RACO, TayMac, and Bell products will be frozen between May 14<sup>th</sup>, 2019 and June 30<sup>th</sup>, 2019. A Hubbell Commercial Construction sales representative will supply updated distributor net price files. Trade pricing can be located through IDW (Industry Data Warehouse).

Thank you for your business and continued support of Hubbell Commercial Construction and our brands.

Best regards,

A handwritten signature in black ink, appearing to read "Mike Overstreet", written in a cursive style.

Mike Overstreet  
VP Marketing, Hubbell Commercial Construction