



May 31, 2019

Dear Valued Customer:

First, allow me to thank you for being a loyal and consistent customer to Radionic Industries for many years. Your satisfaction is very important to us and that's our aim every day.

As by now you are aware, the U.S. Dept. of Commerce and USTR announced a 25% tariff on all LED fixtures from China that will go into effect tomorrow (June 1, 2019). We have delayed announcing a price increase, hoping that it might be rescinded; now it's looking as if these tariffs may be in place for an extended period.

While we strive to manage costs wherever possible it is with deep regret, that we announce an average increase of 15% on all LED fixtures for SHIPMENTS beginning on July 1, 2019.

We understand price increases affect your business, but hope you appreciate the efforts we have made to minimize the impact of this tariff and that the 15% increase only recoups a portion of the 25% tariff. We are waiting 30 days for the increase to be effective even though we have containers arriving in June that will incur the tariff.

As always, we are committed to maintaining the high-quality products and service you have come to expect. Thank you for your business.

New price quotations will be emailed in the next few days.

Very truly yours,

A handwritten signature in black ink, appearing to read "Jeffrey B. Winton".

Jeffrey B. Winton

President & CEO