

shat-r-shield

January 16, 2019

Dear Shat-R-Shield Distributor and Agent Partners:

Effective March 16, 2019, Shat-R-Shield will be implementing an additional pricing adjustment on LED fixture products as a result of ongoing increases passed on by our suppliers in conjunction with continuously rising freight costs and the 25% import tariff implementation announced by the US Department of Commerce and the US Trade Representative that is also slated to take effect in March..

As a result, the March 16th price increase will reflect the following changes:

- 6-12% increase on all LED fixtures

At this time, we do not anticipate including coated lamps in the March 16th price increase; however, we will continue to analyze the impact of the additional tariffs being enforced in order to derive the specific necessary percentage increase. Updated price files will be provided as soon as final figures have been determined.

Orders entered for shipment prior to March 16th will be invoiced at current prices and existing quotations will be honored until their set expiration dates. Blanket contract pricing will remain in force until their expiration dates and contract renewals will reflect the price increase percentages. As we continue to analyze the impact of additional tariffs being enforced, future announcements may be forthcoming as well. If you have any questions regarding this announcement, please contact your local representative or Regional Sales Manager directly.

Thank you,



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