



September 20, 2019

Dear Valued Customers,

As a result of trade talks regarding China imports and the variables effecting costs/pricing, we want to communicate the latest information. It is confirmed that an additional 5% tariff will be placed on all lighting products imported from China effective October 15, 2019. Additionally, U.S. Trade List 4 **could** go into effect as soon as December 15, 2019, with a 15% tariff expected on ceiling fans and LED lamps. As a result, we would like to inform you of the following:

- *Starting November 1, 2019:* The price on all **light fixtures, ceiling fan light kits, and other lighting components** will increase by **4%**.
- *Starting January 15, 2020:* The price on all **ceiling fans**, will increase by **12%**.
- **Lighting items** ordered between now and October 15th will be invoiced at current prices subject to approval with respect to available quantities. **Ceiling fans** ordered between now and January 15, 2020 will be invoiced at current prices subject to approval with respect to available quantities. ***Project, and special orders will need to be placed prior to October 15, 2019 for current price considerations.***
- Quotes are always subject to change, however, due to the unpredictable trade agreements with China, tariffs have been enforced without sufficient notice to react to inventory levels.
- **Lastly, Chinese New Year Holiday will commence earlier than normal in 2020, thus ALL orders requiring delivery prior to January 1, 2020 will need to be placed prior to October 15, 2019.**

We strive to identify and communicate pricing adjustments as quickly and clearly as possible. We understand these changes are very difficult for everyone to manage.

We appreciate your business and are grateful for your continued support during these unprecedented times.

Sincerely,
HOMEnhancements