



A DIVISION OF NEO LIGHTS HOLDINGS, INC.

Greetings!

Over the past few months, we have both announced and implemented price increases based on actions taken by the U.S. government. Based on their prior actions, a 10% tariff is now in effect with an additional 15% going into effect January 2019. To cover costs on China related items, Simkar is announcing a price increase on products effective January 14, 2019. Please note the following dates:

- * All orders received on or before January 11, 2019, for "immediate" release will be honored at current prices.
- * All orders placed on or after January 14, 2019, will be entered and invoiced at the new prices.
- * All current outstanding quotes will be honored at quoted prices and under terms of the original quote.

Please advise all internal agency members and current partners of this upcoming increase. We will have price schedules out shortly. These increases should not come as a surprise based on recent news and events from Washington. Although increased prices due to the tariffs are unavoidable, we will look for opportunities to mitigate the impact wherever possible.

Sincerely,

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