



Pricing Announcement

September 7, 2018

Price Increase Notification Effective November 1, 2018

The lighting industry continues to be challenged with inflationary pressure on many fronts, including raw materials, labor wages, transportation and more. J&J has previously absorbed these increases and implemented operational improvements aimed at mitigating these costs, but these actions are no longer enough to offset our current cost increases.

In addition, government-imposed tariffs impacting many of our components have recently been implemented by the U.S. Department of Commerce and the U.S. Trade Representative (USTR).

As a result, we are implementing a 5% price increase on all J&J Electronics products effective November 1, 2018. Products impacted by this price increase include:

- Traditional Lamps and Fixtures
- LED Lamps and Fixtures
- Controls

We are continuing to evaluate the potential impact of additional tariffs that have been proposed. If implemented, further tariff-related pricing adjustments may be necessary.

We appreciate your business and thank you for your continued support!