

**ELECTRICAL DEVICES INC.**

Dear Valued Customers,

We are sure that you must be aware by now of the Tariffs being applied to Chinese Made Products that are sold in the USA. The U.S. Department of Commerce and the U.S. Trade Representative (USTR) have issued tariff increases of 10% to 25% on over \$200 billion of these goods from China, including electrical and lighting components, lighting fixtures and lighting controls. We were hoping that this would be a temporary situation but it has escalated to the level of a trade war with no end in sight. As a result of these tariffs and the impact of which has raised all material and component costs, freight and other logistics costs. This impacts all of us and we are doing all we can to mitigate the tariffs and these increased costs but it is really impossible for us to absorb any more of this. Please see the enclosed list of product categories which have been charge charged extra tariff.

We have been implementing these price increases as of August 1, 2018 as a separate line on the invoice and you have been notified at the time of the order and on the acknowledgments that you receive from us.

As the tariffs rates change through the negotiations between the U.S. and China, these will be reflected in the pricing at that time. There has been a 90 day pause from January 1, 2019 on the additional tariff increases while the trade negotiations continue.

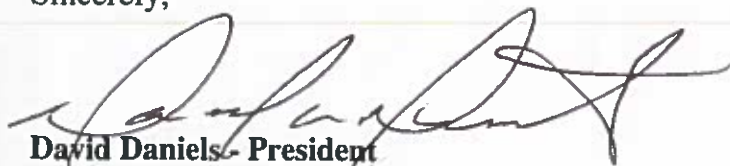
We are working on revisions to our price lists, and will send them as soon as completed.

- Orders for purchases from our warehouses received through February 28, 2019 for immediate release will be filled at the current prices now in effect.
- All orders for purchases from our warehouses received on or after March 1, 2019 will be filled at the March 1, 2019 pricing.
- All orders received must meet any minimum order requirements and specify correct terms.

Due to the current changing governmental regulations and current inflationary pressures, Etlin Daniels and Electrical Devices reserve the right to modify the new pricing and effective dates.

The management and employees of Etlin Daniels and Electrical Devices would like to thank you for your support in the past, and we remain committed to providing you with the very best in products, customer service, and order fulfillment, along with continued new product development. Please do not hesitate to contact our office should you have any questions.

Sincerely,



**David Daniels - President**  
**Etlin-Daniels / Electrical Devices Inc.**

**10% extra tariff rate will be added to the following categories of product until further notice on March 1<sup>st</sup>, 2019**

	H.S. Code
All lamp holders(Including fluoresent, halogen, incandescent)	8536.61.00
Ballast	8504.10.00
Cable Grippers and Suspension kits	9405.99.40
Steel Cables	7312.10.05
Lamp Parts and Lighting Hardware	9405.99.40
Lighting fixtures including LED Fixtures	9405.40.60
LED Boards, LED Module	9405.40.82
Power cords and Harness	8544.42.90
Plug	8536.69.80
Photocell	8504.31.40
Transformer	8504.31.40
Tool	8203.20.60

**25% extra tariff rate will be added on the following categories of product:**

	H.S. Code
Socket Adapter	8536.90.85
LED Driver	8504.40.40
Fuse holder	8536.90.85
Wire Spool	8544.49.90
Receptacle	8536.90.85
Motion Sensor	8536.90.85
Dimmer switches, Rocker switches, Toggle switches, Rotary switches	8536.50.90
Fluorescent starters	8536.50.90
Terminals, Twist connectors	8536.90.40
Closed end connectors, Push in connectors, Terminal Blocks	8536.90.40