

HOWARD[®]

LIGHTING PRODUCTS



A Division of Howard Industries, Inc.

Derral Ward
Vice-President of Sales & Marketing
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December 16, 2020

Dear Customers and Agent Partners,

Due to the continuing increases in material, labor and transportation cost effective January 4th 2021; Howard Lighting will be implementing a general price increase. Effective January 4th 2021 pricing on specific product families will be adjusted based on the increased cost. Price increases will vary by product family.

The price increase will become effective on January 4th 2021. All orders placed and shipped prior to January 4th 2021 will be invoiced at current and quoted pricing. Orders shipped after January 4th 2021 will be subject to an increase.

If you have any questions regarding this price increase announcement, please contact your Howard Lighting manufacturer's representative or Howard sales team. We appreciate your support and business.

Sincerely,

Derral Ward