



## Statewide Contract Addendum

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*This addendum is added to and is to be considered part of the subject contract.*

**Statewide Contract #:** SW0817-L MRO Lighting

**PeopleSoft Contract ID:** 0-5411

**Contract Title:** MRO Lighting

**Contract Issuance Date:** 11/07/2018

**Contract Supplier:** Voss Lighting

**Addendum #** 1

**Addendum Date:** 9/5/2019

**OMES Point of Contact:**

**Contracting Officer:** Lisa Bradley

**Phone Number:** 405-522-4480

**E-mail address:** [Lisa.Bradley@omes.ok.gov](mailto:Lisa.Bradley@omes.ok.gov)

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**Addendum Information:**

Voss Lighting has requested pricing increases as shown on attached pricing schedule.

These prices will begin on September 9, 2019.



**Signify**  
**Formerly, Philips Lighting**

200 Franklin Square Drive  
Somerset, NJ 08873

November 19, 2018

Dear Valued Customer:

As an update to our October 18<sup>th</sup> communication, timing of the price increase related to the second part of the third round of U.S. tariffs on Chinese imported goods has now been determined. This price increase impacts select Signify lighting products, as outlined in the chart below.

Please also note that the trade disputes have continued to escalate, with the Administration announcing potential additional tariffs that would be enacted in early 2019. The impacted products and amounts of this fourth round of tariffs are unknown at this time, although there is indication that LED and the remaining conventional lamps are likely to be included. If there is a round four tariff that impacts lighting, a price increase will be effective the day the tariff takes effect. Pricing files will be available as soon as possible prior to the tariff date.

Without exception, all orders on affected products that are accepted before the New Price Effective date will be supplied at existing price levels, and all orders on affected products that are accepted on or after the date of the New Price Effective Date will follow the new pricing structure. All other terms and conditions will remain unchanged.

Category	Average Increase Across All Affected SKUs	Price File Available Date	New Price Effective Date
Conventional Lamps	9%	November 30, 2018	January 1, 2019
Luminaires	9%	December 7, 2018	January 1, 2019

Your updated stock price files will be provided to you by your Signify Account Manager as soon as they are available, along with your special pricing information (for luminaires), and a list of the impacted SPA numbers (for conventional lamps). You will then be able to download the conventional lamp SPA copies directly from the MyLighting portal. To set up a MyLighting account, please visit [www.mylighting.philips.com](http://www.mylighting.philips.com).

We continue to be proactive in voicing our concerns about the impact these actions will have on our business and our valued customers through industry groups like NEMA and the American Lighting Association, and directly to the U.S. Trade Representatives' office.

Please do not hesitate to reach out to your Signify representative with any questions or concerns. We will continue to update you as more information becomes available.

Sincerely,



Our global brands are

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**Signify**  
**Formerly, Philips Lighting**

200 Franklin Square Drive  
Somerset, NJ 08873

December 7, 2018

Dear Valued Customer:

As an update to our November 19<sup>th</sup> communication, the U.S. government has announced that the previously mentioned price increase related to the second part of the third round of U.S. tariffs on Chinese imported goods has now been postponed. This tariff price increase will now go into effect on March 1<sup>st</sup>, 2019.

However, a price increase on conventional lamps due to inflationary cost pressures will be still implemented on Feb 8<sup>th</sup>, 2019. This inflationary increase averages 5% across all affected SKUs, and price files will be available January 8<sup>th</sup>, 2019.

Without exception, all orders on affected products that are accepted before the New Price Effective date will be supplied at existing price levels, and all orders on affected products that are accepted on or after the date of the New Price Effective Date will follow the new pricing structure. All other terms and conditions will remain unchanged.

Please also note that the trade disputes could still include a round 4 tariff in early 2019. The impacted products and amounts of this fourth round of tariffs are unknown at this time, although there is indication that LED and the remaining conventional lamps are likely to be included. If there is a round four tariff that impacts lighting, a price increase will be effective the day the tariff takes effect. Pricing files will be available as soon as possible prior to the tariff date.

Your updated stock price files will be provided to you by your Signify Account Manager as soon as they are available, along with a list of the impacted SPA numbers. You will then be able to download the SPA copies directly from the MyLighting portal. To set up a MyLighting account, please visit [www.mylighting.philips.com](http://www.mylighting.philips.com).

We continue to be proactive in voicing our concerns about the impact these actions will have on our business and our valued customers through industry groups like NEMA and the American Lighting Association, and directly to the U.S. Trade Representatives' office.

Please do not hesitate to reach out to your Signify representative with any questions or concerns. We will continue to update you as more information becomes available.

Sincerely,



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**Signify**  
**Formerly, Philips Lighting**

200 Franklin Square Drive  
Somerset, NJ 08873

May 13, 2019

Dear Valued Customer:

As an update to our December 7<sup>th</sup>, 2018 communication, the U.S. government has announced that the additional U.S. tariffs on Chinese imported goods previously postponed from March 1<sup>st</sup>, 2019 (which was postponed from January 1<sup>st</sup>, 2019) is now being implemented. This tariff increase went into effect on May 10<sup>th</sup>, 2019. Please see attached GPO Federal Register from May 9, 2019.

This is very short notice for you and for us as well. We do, however, need to maintain our commitment of implementing a price increase to offset the impact of the tariffs, as described in our December 7<sup>th</sup>, 2018 communication. This price increase will take place on May 15<sup>th</sup>, 2019 for all products impacted by this additional action for all customers in all channels. The price increase will be up to 15% across all affected products. Please see the product category details on the next page.

Your updated prices will be available through your existing channels and Sales teams on May 15<sup>th</sup>, 2019.

As part of the U.S government announcement, another set of goods from China totaling \$325B will also receive a 25% tariff after the proposed list is subject to a comment process and a public hearing, as the previous tariffs have. We will also need to react quickly if/when these new tariffs are implemented.

We continue to be proactive in voicing our concerns about the impact these actions will have on our business and our valued customers through industry groups like NEMA and the American Lighting Association, and directly to the U.S. Trade Representatives' office. We have also met with each of the congressional offices where Signify has a footprint to educate them about the impact on our business and to express our concerns.

We value your ongoing business with Signify. Please do not hesitate to reach out to your Signify representative with any questions or concerns. We will continue to update you as more information becomes available.



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Product Category Details:

<b>Category</b>	<b>Average Increase Across All Affected SKUs</b>
<b>Conventional Lamps</b>	8% - 11%
<b>Luminaires</b>	2% - 15%
<b>Light-To-Go</b>	12%
<b>Color Kinetics</b>	12%



May 10, 2019

**Subject:** Most recent tariff announcement

To Our Valued Partners,

As you may have seen in today's news, President Trump has initiated an additional 15% "third list" of tariff fees that is effective today, May 10<sup>th</sup>, 2019.

Knowing this, we will be implementing a 12% increase to pricing across all four Barron brands - Exitronix, Trace-Lite, specialtyLED and Growlite. We are updating our price guides now to reflect this change effective June 1<sup>st</sup>, 2019. We will continue to monitor this situation closely, and provide as much relief and time to plan should anything change in the near future.

Here are a few guidelines for open quotes and orders:

- Orders received by Barron Lighting by May 31<sup>st</sup>, 2019 for immediate shipment will be honored at the prices in effect at the time of order placement.
- Orders accepted by Barron Lighting prior to the close of business on May 31<sup>st</sup>, 2019 but will ship on or after June 1<sup>st</sup>, will be at the new prices.
- Please request revisions to any quotes that you anticipate to ship and/or release after June 1<sup>st</sup>, 2019.

Thank you again for your patience and understanding while we collectively navigate through this situation. If you have any questions, please do not hesitate to contact us.

Regards,

A handwritten signature in black ink that reads "Heather McCune".

Heather McCune  
Vice President of Sales Operations

**EXITRONIX**  
emergency lighting

**specialtyLED**  
commercial & decorative lighting

**TRACE LITE**  
commercial & industrial lighting

 **growlite**  
BY BARRON LIGHTING GROUP

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