

# LIGHTBUILDDSIGN

April 7, 2020

To our Partners in Design and Construction,

It has been brought to our attention that certain competing agencies are attempting to take undue advantage of the current market environment brought about by the COVID-19 global pandemic, by recommending to contractors and wholesalers that they submit their (alternate) lighting manufacturers, rather than those carefully specified and vetted by the designer.

As manufacturers across North America and Europe have made changes to their established processes in order to comply with new safety guidelines, some orders will suffer a delay in the production schedule and, consequently, the estimated ship date.

We ask that lighting specifiers, wholesalers, and contractors will do their due diligence to reach out to the specified manufacturer's agent to make sure they have the most accurate and up-to-date information before making any recommendations or changes to the established fixture schedule.

Our hope is that during these turbulent times the lighting community can pull together to serve one another in the interest that everyone comes out the other side intact. The spreading of false and misleading information does not serve this end.

Peter Juel and Stefan Rohrberg  
Principals