

# LUMIN MAP CHANGE NOTIFICATION



Effective on April 1, 2020, the Minimum Advertised Pricing for Lumin is being raised to \$269.00. This product incurs a 25% tariff under the China/ U.S. trade war. In an effort to support our dealers, 3B Medical absorbed this cost assuming that it was temporary. However, we are now at the one year mark since the tariff was imposed and regreably have no choice but to pass this cost increase along to our customers.

**This is a modest 8% increase to consumers,  
which parallels a smaller increase in dealer pricing.  
Effective on April 1st, MAP pricing will adjust as follows:**

**Lumin: MSRP \$319.00 | MAP \$269.00**

**Lumin Bullet: MSRP \$129.00 | MAP \$99.00**

**Lumin Bundle (Lumin + Lumin Bullet):**

**MSRP \$448.00 | MAP \$339.00**

These changes represent a change in dealer pricing of \$6.00, which is offset by a \$20.00 increase in MAP pricing. All authorized resellers are also required to sign an updated Lumin Resellers Agreement (LRA). The updated form must be on file prior to placement of any orders after April 1, 2020.

**Please insure that any online advertising of Lumin  
is compliant with the revised MAP effective on April 1, 2020.**



**LUMIN RESELLER  
AGREEMENT**

**3B<sup>™</sup> Medical, Inc.**