



Hubbell Lighting, Inc.

Hubbell Lighting, Inc.
Richard O. Barrett, VP Sales
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July 12, 2007

Dear Hubbell Lighting, Inc. Distributor

Hubbell Lighting Inc. (HLI) has continued to experience escalating costs in 2007, especially in steel, copper and transportation. However, the long term effect of these higher costs, some of which are summarized below, has made it necessary to announce a general price increase of 3 – 5 % on selected products effective August 13, 2007 in the following product sectors: HID, Fluorescent, Life Safety, Recessed, Track & Surface.

| | <u>Jan. 2007</u> | <u>July 2007</u> | <u>Increase % last 6 months</u> |
|----------------------------------|------------------|------------------|---|
| Galvanized Steel (per ton) | \$ 740 | \$ 760 | 2.7 % <i>American Metal Mkt data–HLI utilization mix</i> |
| Copper (per ton) | \$5,243 | \$7,217 | 37.7% <i>American Metal Mkt data–HLI utilization mix</i> |
| Transportation | | | |
| On road diesel fuel (per gallon) | \$ 2.43 | \$2.849 | 17.2% <i>U.S. Dept. of Energy eia-doe.gov</i> |

For the selected products involved, the following applies:

- Orders entered prior to August 13, 2007 for immediate release will be invoiced at current prices.
- All quotations issued on or after August 13, 2007 will reflect the price increase. Projects quoted previous to that date will be honored as per the original terms and conditions of the quotation.
- Distributor stock pricing information reflecting these increases will be provided by your HLI sales representative by July 30, 2007.

Hubbell Lighting, Inc. will continue to focus on manufacturing and supplying products of the highest quality in the most cost effective manner. Thank you for your continued support of our company's portfolio of leading brands.

Sincerely,

Richard Barrett
Vice President Sales
Hubbell Lighting, Inc.