

**Kenneth R. Bopf**  
Vice President, Sales

**TO: ALL SIMKAR DISTRIBUTORS**

**FROM: KEN BOPF**

**DATE: MARCH 19, 2008**

**SUBJECT: PRICE INCREASE**

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Simkar Lighting continues to experience increases in materials, transportation and other energy related costs. As a result, Simkar Lighting is announcing a 5% - 10% price increase across all Fluorescent, HID and Exit Emergency product families effective May 5, 2008.

All orders received on or before Friday, May 2, 2008, for immediate release will be honored at current pricing. All orders placed Monday, May 5, 2008, and after will be shipped and invoiced at new / increased price levels. Current outstanding quotations will be honored at the prices and under the terms of the original quote. All quotations on or before May 5, 2008 will reflect prevailing prices and quotation terms.

Simkar remains committed to providing you - our customer - the best value in the lighting industry. As with prior increases, we will endeavor to ensure that this implementation is efficient and non-disruptive to our mutual businesses. From the entire Simkar team, we thank you for continued support.

