

Philips Hadco

100 Craftway
Littlestown, PA 17340
U.S.A

February 22nd, 2010

Dear Philips Hadco Representative:

Due to cost increases in certain materials, and the continued high cost of energy and transportation, Philips Hadco is compelled to increase its selling prices on certain products affected by these cost increases. This price increase is effective April 5, 2010, and will range from 3% – 5%.

All orders received for immediate release before close of business on April 2nd, 2010 will receive current pricing, as outlined in the Philips Hadco Commercial Net Price Guide dated January 1st, 2009. All quotations made prior to April 2nd, 2010 will be governed by the original terms and conditions of the quote. All quotations beginning April 5th, 2010 will be subject to the price increase.

An updated Philips Hadco Commercial Net Price Guide will be transmitted to you by March 5, 2010 to update your internal pricing systems.

Thank you for your continued support of Philips Hadco. We remain committed to bringing you the highest quality product for the best value in the lighting industry.

Sincerely,



Chris Hammelef
VP & GM
Philips Hadco | Hanover Lantern | Allscape | Bronzelite