

Dear Hanover Lantern Representative:

Due to cost increases in certain materials, and the continued high cost of energy and transportation, Hanover Lantern 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 2<sup>nd</sup>, 2010 will receive current pricing, as outlined in all Hanover Lantern Distributor Price Lists dated January 1, 2009 (Landscape), February 1, 2009 (HID), and March 1, 2009 (Classic Exterior Accents). All quotations made prior to April 2<sup>nd</sup>, 2010 will be governed by the original terms and conditions of the quote. All quotations beginning April 5<sup>th</sup>, 2010 will be subject to the price increase.

A detailed Distributor Net Price List will be transmitted to you approximately March 5, 2010 to update your internal pricing systems. We will also be updating our pricing with Trade Services and IDW to reflect these changes.

Thank you for your continued support of Hanover Lantern, A Philips Group Brand. We remain committed to bringing you the highest quality product for the best value in the lighting industry.

Sincerely,



Chris Hammelef  
VP & GM  
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