

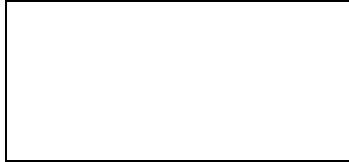


Hubbell Lighting, Inc.

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July 21, 2011



Dear Hubbell Lighting Distributor:

The lighting industry in general, including Hubbell Lighting, Inc. (HLI), has experienced continually escalating costs over the last few months, especially in primary metals and transportation. As a result, HLI announces, effective September 16, 2011 a price increase of 3% to 5% on most of our brands and products.

Examples of cost escalation since the last price increase announcement include:

	<u>January 2011</u>	<u>June 2011</u>	<u>Increase % last 6 months</u>	
Galvanized Steel (per ton)	\$ 915	\$ 1,010	9.41%	American Metal Mkt. Data
Aluminum – unalloyed (per ton)	\$ 2,240	\$ 2,390	6.28%	American Metal Mkt. Data
Plastic Products – Producer Index	\$ 184	\$ 192	4.79%	US Dept. of Labor (PPI)
Transportation:				
On road diesel fuel (per gallon)	\$ 3.29	\$ 3.95	16.61%	US Dept. of Energy

Fluorescent lamp cost increases which range from 5% to 75% depending upon the product. This is the result of the costs increasing as much as 3500% since January 2010 for rare earth oxides as communicated by fluorescent lamp manufacturers in July.

- ▶ Orders entered prior to September 16, 2011 for immediate shipment will invoice at current prices.
- ▶ All quotations issued on or after September 16, 2011 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 with these increases will be provided by your HLI sales representative.

Hubbell Lighting, Inc. continues to focus on producing the highest quality products in the most cost effective manner. Thank you for your support of our company's portfolio of leading brands.

Sincerely,

R. Bruce Bittner

Alera Lighting • Architectural Area Lighting • Beacon Products • Columbia Lighting • Compass Products • Devine Lighting  
Dual-Lite • HomeStyle Lighting • Hubbell Building Automation • Hubbell Outdoor Lighting • Hubbell Industrial Lighting  
Kim Lighting Kurt Versen • Paragon Lighting • Precision Lighting • Prescolite • Progress Lighting • Security Lighting  
Spaulding Lighting Sportsliter Solutions • Sterner Lighting • Thomas Research Products • Thomasville Lighting • Whiteway