

**PHILIPS**  
**Day-Brite**

**Business Unit Professional  
Luminaires of North America**

P.O. Box 1687  
Tupelo, MS 38802-1687  
The United States of America

July 8, 2011

To: All Philips Day-Brite Customers

As a result of continued increases in material, energy, and transportation costs, Philips Day-Brite is announcing a general price increase of 5% for all lighting products effective September 6, 2011. This includes Day-Brite, Capri, and Omega brands.

Orders entered by September 2, 2011 for immediate release will be honored at current prices.

Orders entered September 6, 2011 and after will be invoiced at increased prices as noted above.

Effective immediately, quotations for projects with expected release dates after September 6, 2011 will reflect the new increased prices.

We are also increasing our published freight terms effective September 6, 2011. The minimum order for prepaid and allowed freight will be increased to \$3,000. Platinum and Gold distributors will still be allowed \$1,000 for prepaid freight.

We appreciate your continued support of Philips Day-Brite.

Regards,



R.M. (Bob) Carswell III  
Vice President of Sales  
Philips Day-Brite

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