



January 7, 2011

To All Philips Crescent/Stonco Distributors,

Due to cost increases in certain materials, and the continued high cost of energy and transportation, we are compelled to increase our selling prices on certain products affected by these cost increases. This price increase is effective February 28, 2011 and will range from 5% - 7%.

All orders received for immediate release before the close of business on February 25, 2011 will receive current pricing. All quotations made prior to February 28, 2011 will be governed by the original terms and conditions of the quote. All quotations beginning February 28, 2011 will be subject to the price increase.

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

Sincerely,

Jim Lewis
Vice President of Sales
Crescent/Stonco