



July 11, 2011

To All Philips Crescent/Stonco Distributors,

Due to the increase in materials and the continued high cost of energy and transportation, we are compelled to announce a price increase of 5% for all lighting products effective September 6, 2011.

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 the new prices.

All quotations made prior to September 2, 2011 will be governed by the original terms and conditions of the quote. All quotations beginning September 6, 2011 will be subject to the price increase.

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

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
Crescent/Stonco
Commercial General Manager