



Hubbell Lighting, Inc.

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The lighting industry in general, including Hubbell Lighting, Inc. (HLI), continues to experience escalating costs, especially in primary metals, packaging and transportation. As a result, HLI announces, effective March 7, 2011 a price increase of 5% to 7% on most of our brands and products.

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

	<u>April 2009</u>	<u>January 2011</u>	<u>Increase % last 21 months</u>
Galvanized Steel (per ton)	\$ 600	\$ 915	52.5% American Metal Mkt. Data
Aluminum – unalloyed (per ton)	\$ 1,359	\$ 2,240	64.8% American Metal Mkt. Data
Copper (per ton)	\$ 4,141	\$ 8,713	110.4% American Metal Mkt. Data
Zinc (per ton)	\$ 1,545	\$ 2,517	62.9% American Metal Mkt. Data
Kraft Linerboard (per ton)	\$ 545	\$ 645	18.3% U.S. Dept. of Labor Price Index
Transportation:			
On road diesel fuel (per gallon)	\$ 2.23	\$ 3.29	47.5% US Dept. of Energy

- ▶ Orders entered prior to March 7, 2011 for immediate shipment will invoice at current prices.
- ▶ All quotations issued on or after March 7, 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 in implementing these changes.

Sincerely,

R. Bruce Bittner