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May 2, 2011

RE: TCP Pricing Announcement

Dear Valued Customer:

For more than 17 years TCP has been a leader in energy efficient compact fluorescent lighting. We have managed our supply chain and operations to deliver the highest overall value in the industry, allowing our customers to be competitive and profitable. Our customers have rewarded our efforts through long-term partnerships built on trust, value, and reliability.

TCP continually strives to gain further efficiencies and cost controls through innovative manufacturing and logistical solutions. This has allowed TCP to maintain or even reduce our prices to our customers over the past several years, while other suppliers have increased their pricing on similar products. However, to ensure we can continue to provide you with the quality products and reliable service that you expect, we are implementing a price increase effective Monday June 6th, 2011.

Price increase amounts may vary by individual product lines but will average 2.5% to 3.0% for a majority of our products. These modest increases are directly related to the rising cost of fuel over the past several months. Your TCP representative will communicate additional details in the coming days.

Thank you for your business, and we appreciate the confidence that you place in TCP.

Sincerely,

Mike Masino
Sr. Vice President - C&I Sales
TCP, Inc.

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