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July 15, 2011

Due to continuing inflationary pressure in raw materials, specifically rare earth elements used to produce phosphor, TCP will be disseminating new price schedules with an effective date of August 15, 2011.

Rare earth elements are a critical component in the production of phosphor used in fluorescent lamps. Costs for these elements have risen dramatically over the past several months, as a result of escalating global demand and restricted supply across multiple industries, including lighting. The industry has experienced significant cost increases even since TCP's initial phosphor price adjustment announced in early June. We have implemented operational improvements aimed at mitigating these costs, but these actions are not enough to offset the significant increases in the rare earth marketplace.

Effective August 15, 2011, prices for linear and compact fluorescent TCP products will increase an average of 10% to cover the cost increases we have experienced. Specific increases will vary by product line according to the amount of phosphor contained in an item. TCP may need to limit orders prior to the August 15th change based on market conditions and inventory availability.

Please share this information with your sales, purchasing, and information technology personnel as appropriate and refer any questions you may have regarding these changes to your local TCP sales representative.

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

Sincerely,

Mike Masino
Sr. Vice President - C&I Sales

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