

September 8, 2014

RE: PRICE INCREASE

Dear Valued Client:

Our primary goal at Tubelite is to continually provide our clients with quality products and dependable service at a competitive price. While we continually strive to control product costs, we have incurred increases in aluminum, finishing, utilities, and other costs. Economic realities since our last price increase during June of 2011 necessitate a change.

We will institute a price increase of approximately 8 percent effective October 6, 2014.

Orders for price book products received prior to 12 noon (*Eastern*) on Friday October 3, 2014 will be invoiced at current pricing levels. Orders received after that date and time will be subject to the price increase.

Specific multiplier details will be provided to you within the next 10 days.

Please contact your client development manager if you have any questions.

On behalf of all the employees at Tubelite, I would like to thank you for your valued business and continued support.

Yours truly,



Mary Olivier
Director of Marketing