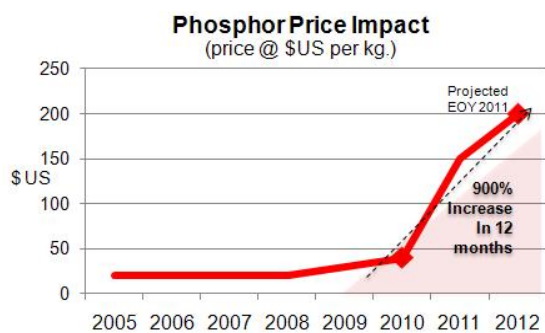




June 6, 2011

Over the last few weeks we have worked to understand the impact of new environmental initiatives recently enacted in China. Specifically, TCP and all other lighting manufacturers are realizing unprecedented increases in the cost of “rare earth” materials, which include the phosphors used in fluorescent lamps. This year the cost of phosphor has gone up nearly 900% and continues to rise.



These increases are dramatically impacting the cost to manufacture fluorescent tubes, LEDs, and other electric goods, as rare earth elements are essential to the manufacture of these products.

Effective July 5, 2011, prices for TCP products will increase an average of 15% 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. In anticipation of these phosphor-related increases, TCP has bolstered its current inventory position on many top items to ease your transition to new price levels. 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