

October 5, 2011

Dear Voss Lighting Customer

The lighting industry continues to experience substantial inflationary pressures as a result of China's decision to limit the availability of Rare Earth Elements. (These are critical components in the phosphor coating of fluorescent lamps.) As a result GE, Sylvania, and Philips have announced another price increase affecting linear and compact fluorescents.

Beginning November 15, 2011 Philips Lighting will implement an **average price increase** of 24% for linear and compact fluorescents. Specific price increase percentages will vary significantly by fluorescent product family. All other products will remain at current levels effective August 15, 2011.

Additional information relating to the Rare Earth shortages, as well as, industry communications regarding pricing increases can be found on our website at www.vossilighting.com. For up-to-date information that covers the impacts and fluctuations in the market please go to www.philips.com/phosphor.

We sincerely thank you for your business and appreciate your understanding as we work through these unprecedented market conditions.



Michael H. Voss
President



Steve Sanderson
VP, General Manager

We Sell...to Tell
