

SALES PERSONNEL PRICE INCREASES

	DATE SPREAD-SHEET UPDATED:	11/6/2007											
VENDOR PRICE INCREASES FOR 2007													
MANUFACTURER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	CHANGE IN TERMS
A.B.B.										10/01/2007 5.0%			
A.L.P.										10/01/2007 3.0-5.0%			
ACME	01/15/2007 9.5%						07/15/2007 4.0%						
ADVANCE										10/29/2007 3.0%			
AMERICAN LIGHTING						06/01/2007 5.0%							
AMERICAN LOUVER COMP.										10/01/2007 7.0%			
AMERICAN POLYWATER						06/15/2007 5.0%							
ARLINGTON	01/08/2007 15.0% die cast only												
AUTOMATIC SW. (ASCO)										10/01/2007 4.0%			
BODINE		02/19/2007 7.0%											
BRIDGEPORT						06/04/2007 5.0% SIGNALLING ONLY							
BROAN	01/01/2007 5.0%												
CANTEX		02/26/2007 8-10%											
CARLON		02/26/2007 8.0-10.0%											
CHRISTY			03/01/2007 5.0%										
CHROMALOX				04/02/2007 7.0%									
COOPER B-LINE				04/13/2007 4.0-8.0%			07/16/2007 6.-7.0% FRAMING & PIPE HANGERS ONLY				11/05/2007 10.-25.0%stainless strut &stainless enc. Only		
COOPER - LIGHTING				04/02/2007 5-10.0%					09/01/2007 3-5%				

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COOPER CROUSE HINDS				04/01/2007 2.0-3.0%						10/01/2007 3.5-5.8%			04/01/2007 COMM. ONLY 10/01/2207 COMM. ONLY & MYERS HUBS
CRC			03/01/2007 3.0%										
CRESCENT/STONCO							07/27/2007 3.0-5.0%						
CUTLER HAMMER			03/05/2007 4.0%	04/16 SEE TERMS COLUMN						10/01/2007 NEW ENGINEERE D QUOTES		01/28/2007 6.0%	UNDER \$500 \$25 MIN. BILLING CHARGE; AF1;AF2 EXPEMPT;;; 10% MIN. RESTK RETURN FEE ALL RETURNS
DAYBRITE/CAPRI/OMEGA							07/30/2007 3.0-5.0%						
EDWARDS		02/21/2007 3.5%											
ELECTROMODE								08/01/2007 2.0%	09/01/2007 5.0%				
EMERSON	01/01/2007 5.0%												
ERICO - CADDY				04/01/2007 4.0%									
FEDERAL SIGNAL									09/01/2007 5.0%				
FERRAZ	01/01/2007 10.0%											12/03/2007 5.0-6.0%	
FIREX (INVENSYS)													08/01/2007 MIN. ORDER \$250/FRGT ALLOW. \$1500.00
FLUKE/AMPROBE	01/29/2007 4.0%								09/03/2007 5.0%				
GE DISTRIBUTION								08/03/2007 6.1%					
G.E. LIGHTING			03/21/2007 5.0-8.0%										
GREENLEE				04/01/2007 5.0%									
HOFFMAN	01/15/2007 3.0- 10.6%			04/30/2007 9.6% STAINLESS STEEL ONLY									
HOLOPHANE				04/02/2007 SEE TERMS									NEW TERMS: NET 30 DAYS..
HOLTKOTTER									09/30/2007 7.0%				
HUBBELL LIGHTING FAMILY			03/31/2007 5.0-10.0%					08/13/2007 3.0-5.0%					
IDEAL	01/26/2007 4.0%												
ILLUMINATIONS			03/01/2007 5.0%										
KILLARK	01/25/2007 7.0%												
KLEIN	01/05/2007 5.0%												
LENOX		02/05/2007 5.0%								10/01/2007 2.0-15.0%			10/01 - IRWIN LINE ONLY

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LEVITON										10/15/2007 2.0-15.0% VIZIA (10%) DIMMERS & SYSTEMS			07/16/07 \$25 MIN.ORDER CHARGE ALL ORD < \$100
LIGHTOLIER	01/29/2007 8.0%						07/01/2007 3.0-5.0%						
LITTELFUSE											11/01/2007 5.0%		
LSI INDUSTRIES				04/09/2007 4.0-7.0%									
MARATHON				04/01/2007 5.0% DOESN'T APPLY TO STK QUOTE									
MCGILL (APPLETON/O-Z/NEER)									09/10/2007 3.5%				
MILWAUKEE	01/01/2007 5.0%												
MINKA									09/01/2007 5.0%				
3M		02/01/2005 5.0%						08/01/2007 5.0%					
NEER (EGS)	01/29/2007 25.0%												
NUTONE	01/01/2007 5.0%												
PASS&SEYMOUR (ON-Q ONLY)	01/29/2007 2.0- 3.0%												
PLYMOUTH										10/15/2007 8.0%			
RACO	01/15/2007 6.0- 15.0%									10/01/2007 3.0-9.0%			
RAYOVAC (SPECTRUM BRANDS)	01/01/2007 5.0%												
RUDD LIGHTING		02/28/2007 1.0-5.0%											
SEAGULL LIGHTING											11/09/2007 5.0%		
SEPCO										10/01/2007 5.0%			STEEL, MALLAEABLE, & ALUM. ONLY
SIEMENS	01/01/2007 40- 90.%												
DURACELL(SELECTA)	01/01/2007 6.0%												
SIMKAR									09/17/2007 3.0- 5.0%				
SYLVANIA			03/01/2007 5..3%								11/01/2007 4.5%		
T&B		02/26/2007 3.0-5.0%					07/30/2007 6.0% SUPERSTR UT/METAL FRAMING & HANGERS			10/15/2007 3.9-5.0% SC&TB FITT. RUSSELLST OLL/POS-E- KON ONLY			
UNIVERSAL	01/02/2007 5.0% FLUOR. ONLY									10/29/2007 3.0%			
VISTA								08/01/2007 6.0%					

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W.A.C. LIGHTING	01/15/20075.0%												
WEIGMANN			03/01/2007 6-8.0%										
WEST PENN WIRE				04/16/2007 3.5% SEE TERMS COLUMN									INCREASE FRGT ALLOWED TO \$2,500.00
WOODHEAD		02/02/2007 4.0%											