



PRICE ADJUSTMENT FOR OPTICS AND LAMPHOLDERS

Substantial increases in raw material prices

As a globally leading manufacturer of lighting components and systems, it is our policy to ensure price fluctuations on raw material markets are handled in a responsible manner. As a result, we have succeeded in largely offsetting such price increases for you as a customer with the help of sustainable cost-saving measures. However, we have now arrived at a point at which we can no longer absorb these higher raw material costs, especially with regard to polymers.

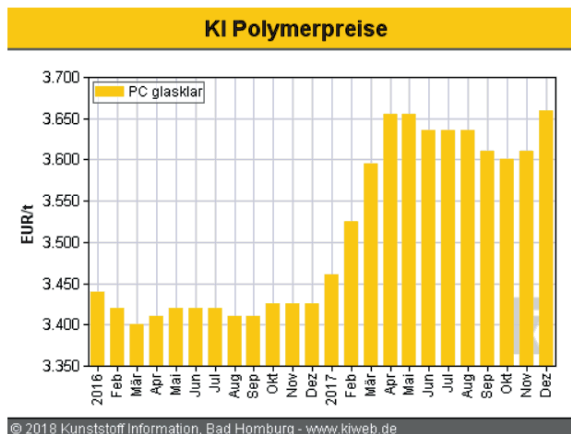
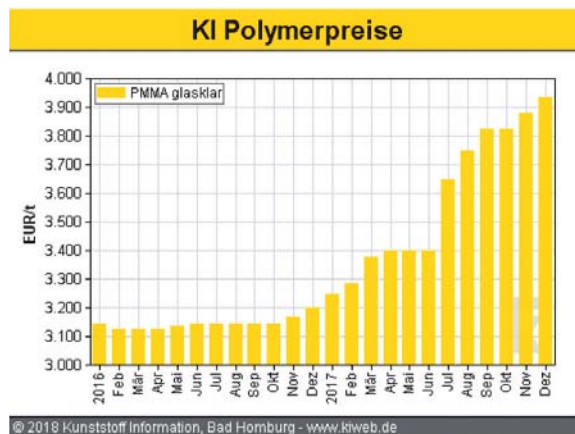
For this reason, it has now become necessary to offset a portion of these higher costs by raising the prices of some of our products.

Price Increases for Polymers

(Source: Polymer Prices, Kunststoff Information (Polymer Information), Bad Homburg)

PMMA + 25%

PC + 7%



Despite the considerable increase in raw material prices, we are actually raising our prices for VS **optics** made of PMMA and PC by **only 4%**!

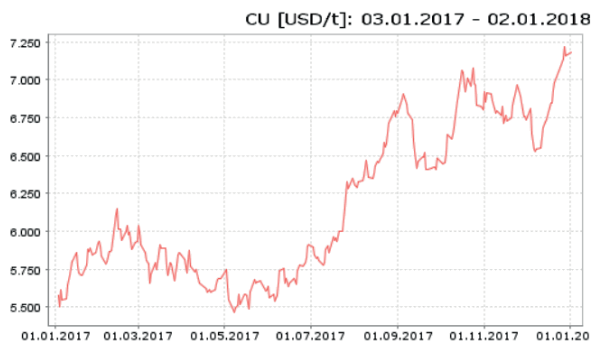


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Copper Price Increases

(Source: DEL Copper Prices)

Copper + 30%



With regard to copper, raw material prices even soared by 30% within the space of only a year – with a knock-on effect for **fluorescent, halogen and Edison lampholders as well as accessories**, whose prices will have to be **increased by 5%**.

Price increases take effect on 1 March 2018

These price increases will become effective on 1 March 2018. We assure you that no effort will be spared to continue providing you with high-quality products and systems, as well as comprehensive services, on competitive terms.

We look forward to serving your lighting needs in the future,

yours faithfully

VS Sales Team