



**SATCO PRODUCTS, INC.**

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October 13, 2021

Dear Valued Customer:

We are living through unprecedented times. Covid has impacted us, personally and professionally. We all face daily obstacles to navigate through, with no playbook or manual for reference.

The current business environment is so unique and dynamic that every day presents new challenges. The global supply chain is upside down, our labor force is stressed to its limit, there are growing shortages of components and pricing pressure on most raw materials. Our ports are congested, there is a shortage of container chassis, trucks, and drivers. Yet, business demand is robust, and our overall economy remains strong.

Satco has proactively addressed many of these issues to be best prepared for these uncertain times:

- Our warehouses are stocked.
- Our fill rates are high.
- We have more containers on the water, enroute to our DC's than ever before.
- We continue to introduce innovative products, while simultaneously continuing to support the legacy lamp products that the market requires.

We all face daily headwinds and challenges that create instability and risk. Satco wants to help alleviate this instability by announcing a...

**SIX - MONTH PRICE FREEZE ON ALL PRODUCTS**  
**FROM OUR CURRENT DISTRIBUTOR PRICE LIST DATED 9/20/21**

We want to thank all our customers for their continued support and want all of you to have confidence and pricing stability when quoting and selling our products.

Wishing everyone health and happiness during the upcoming holidays and a prosperous end to 2021.

Sincerely,

*Bill Gildin*

Bill Gildin  
President  
SATCO Products, Inc.