



LINEMAN'S TESTING LABORATORIES OF CANADA LIMITED

41 Rivalda Road, Toronto, ON M9M 2M4 ~ Ph 416-742-6911 ~ Fax 416-748-0290 ~ www.ltl.ca

Price Increase Notice

To: ALL LINEMAN'S TESTING LABORATORIES OF CANADA LIMITED CUSTOMERS

cc: All Lineman's Testing Laboratories of Canada Limited
Outside / Inside Sales Personnel

From: Rob Borda, General Manager

Date: December 28 2009

Subject: **WH SALISBURY BY HONEYWELL PRODUCT PRICE INCREASE**

Please be advised that effective March 1 2010, there will be a price increase on all WH Salisbury by Honeywell utility product lines, industrial Personal Protective Equipment, including Arc Flash and Safety Line grounding and live line tools.

This increase is due to a world-wide, global price increase from WH Salisbury of between 2% and 14%. To best serve our customers, we will not be marking up this increase from WH Salisbury at all. If you would like a copy of WH Salisbury's increase letter, please request it from one of our Customer Service Representatives or visit our website at www.ltl.ca.

We have not yet received the exact itemized details of this increase from WH Salisbury. We will issue new list pricing when we receive all new pricing details from WH Salisbury.

Your current LTL discount structure will remain in force until further notice.

We recommend you forward this information to any and all your partners who may be affected by this increase.

We value your business and your continued support of Lineman's Testing Laboratories of Canada Limited and LTL Utility Supply.

Sincerely,
LINEMAN'S TESTING LABORATORIES OF CANADA LIMITED

Rob Borda
General Manager

High Voltage Specialists Trusted Since 1958

Insulating Rubber Gloves/Personal Protective Equipment ~ Full Line Electrical Safety Products Sales/Service ~ Arc Flash Studies/Equipment Supply
Substation Design, Maintenance, Construction ~ Mobile Transformer Oil Regeneration ~ Portable and Fixed Gas Detection Sales/Service
Meter Manufacturing Sales/Service ~ High Voltage Testing Laboratories



SALISBURY

by Honeywell

Honeywell Safety Products

101 East Crossroads Parkway
 Suite A
 Bolingbrook, IL 60440
 Toll Free: 877-406-4501
 Telephone: 630-343-3700
 Fax: 630-343-3838

Date: December 30, 2009

To: All Rep Groups
 Salisbury Distributors
 Salisbury RSM's
 Customer Service

From: Brian McCauley, Director of Marketing**Re:** Price Increase Notice – March 1, 2010

This announcement is to inform you of an upcoming price increase that will take effect on March 1st, 2010. This communication will serve as a 60 day advanced communication of our price increase.

Salisbury by Honeywell has aggressively evaluated its current offering and has identified about 20% of our total offering that will need an adjustment. In the coming weeks, we will send an updated price file with the new current pricing, however here is a breakdown of the increases you will see:

DESCRIPTION	INCREASE %	DESCRIPTION	INCREASE %
Line Hose	3.00%	Arc Flash Rain Wear	0.00%
Blankets	3.00%	Leather Protectors	3.00%
Hot Sticks	2.00%	EPDM Glvs. (Low Voltage)	0.00%
Hoods/Covers & Guards	6.00%	Work Gloves	0.00%
Glove Bags	0.00%	Voltage Detectors	0.00%
Outage Protection	0.00%	Arc Flash Clothing	0.00%
Insulators	0.00%	Insulated Tools	0.00%
Dip. Sleeves (Class 1-3)	7.00%	Dielectric Footwear	11.00%
Dip. Sleeves (Class 4)	14.00%	Arc Flash Accessories	0.00%
Sleeve Accessories	5.00%	Glove Liners	5.00%
Molded Sleeves	5.00%	Ins. Gloves (Low Voltage)	0.00%
Grounding	2.00%	Ins. Gloves (Class 1-3)	7.00%
Jumpers	2.00%	Ins. Gloves (Class 4)	14.00%

*These percentage increases are subject to change.

**Not all items in the products categories will be affected

This increase is necessary as Salisbury by Honeywell continues to face rising costs. We prioritize in every application of our business to keep costs level and although we have been successful in maintaining many of these product costs, these price increases are still urgently needed due to internal increases we continue to see within our business. Increases in healthcare, labor, freight and raw materials like copper, aluminum, natural rubber, solvent, and petroleum products have all risen at an aggressive rate in 2009 and made this price increase very critical for our business.

Please let us know if there are any questions. We look forward to continuing our winning business partnership for many more years.