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Dear Valued Customer:

You are no doubt aware of recent announcements in China that minimum wages for labor will be increased in many provinces on March 1, 2011. Provinces where Pulse manufactures are among those provinces having announced mandatory wage increases effecting Pulse's direct labor work force.

While Pulse Electronics has aggressive cost reduction activities in place, these activities cannot keep pace with the increasing cost of labor and increasing costs of materials, and we find we must increase prices in the coming weeks. Increased pricing has already been implemented on selected new quotes and contracts and a broader price increase will be implemented across most of our customer base and in our distribution channels in April.

We understand the pressure you face in your business and to ease the transition to higher prices, new orders for reasonable volumes placed now through the end of February will be accepted at current prices provided requested ship dates are prior to March 31, 2011.

Please contact your local sales account manager or customer service representative to place orders or if you have questions related to pricing for your products.

Sincerely,

*Dan Jackson*

Dan Jackson  
Vice President Sales  
Pulse Electronics