

February 22, 2022

To Our Valued Customers:

Subject: TS-7LE series Notification of successor model due to discontinuation of LED production

We regret to tell you that we have to change the LED lighting due to the end of supply of the LED that we currently use. We have been using LED light with a color similar to old miniature light bulb. However, this specific color is now no longer manufacturing so that we have to switch the color of LED from the current yellowish color to white color.

We also regret to tell you that we will be conducting a price increase of prices on successor model of TS-7LE.

Due to the recent soaring prices of materials such as semiconductors, copper, aluminum, steel, and plastics, production costs have risen, and each production plant has notified us of significant price revisions.

We have continued our management efforts to minimize the impact and kept the product price unchanged, but due to the increase in distribution costs from last year, it is difficult for us to absorb the price revision from the production factory.

As soon as our current stock will be over, all TS-7LE will be switch to the successor model. The successor model is as below:

Current Product	Current Price		Successor Product	Price
TS-7LE-20LD	¥ 43,500	☞	TS-7LE-20LDW	¥ 49,000
TS-7LE-50LD	¥ 47,500	☞	TS-7LE-50LDW	¥ 52,500
TS-7LE-100LD	¥ 50,000	☞	TS-7LE-100LDW	¥ 55,000
TS-7LE-200LD	¥ 53,000	☞	TS-7LE-200LDW	¥ 58,500

We greatly appreciate your continued business and support. If you have any further questions or concerns regarding this price increase, please do not hesitate to reach out. Our team is willing to discuss this situation with you.

Sincerely,

Sugitoh Co., Ltd.
Sales Department