



July 25, 2008

Dear Valued ULT Customer:

Universal Lighting Technologies continues to develop and deliver the most technologically advanced and cost effective products available to the market place.

While we continue efforts to cost reduce existing designs without sacrifice to performance and reliability, those activities continue to be significantly out paced by unprecedented commodity and fuel increases and related cost increases extended by our suppliers.

Effective with shipments September 15, 2008, ULT will implement a price increase on all ballast products, which will affect all International, OEM, Distribution, and Sign Customers. The price increase will average 8% on Magnetic Fluorescent & Magnetic HID Products and will average 4% on all Electronic Products.

Thank you for your continued support and selection of Universal products. New price schedules will be forwarded to you in the near future. Please contact your local ULT representative for details.

Very truly yours,

A handwritten signature in black ink that reads 'Joseph Damiani'. The signature is written in a cursive style with a large, prominent 'J' and 'D'.

Joseph Damiani  
Sr. Vice President, Sales