

*From the desk of:*

Joseph Damiani  
Sr. VP, Sales  
26 Century Blvd., Suite 500  
Nashville, TN 37214  
Tel: (203) 264-9610

June 10, 2010

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. One of our core efforts within our company is aggressive cost reduction efforts to existing designs without sacrificing performance and reliability. These cost reduction efforts are successful, but continue to be out paced by cost increases extended by our suppliers.

Effective with shipments August 16, 2010 ULT will implement a price increase on all ballast which will affect all International, OEM, Distribution and Sign Customers. The price increase on these will average 3.5% for Electronic and 8 % for Magnetic ballast.

New price schedules will be forwarded to you in the near future. Please contact your local ULT representatives for details.

Thank you for your continued support and selection of Universal products.

Very truly yours,



Joseph Damiani  
Sr. VP, Sales