

November 1, 2006

Dear Advance Customer,

Advance is proud of the leadership role that it has taken in the areas of lean manufacturing, supply chain excellence and end user driven product innovation. However, market cost pressures continue to outpace our productivity and cost containment efforts.

We continue to experience unprecedented volatility and speculation in key metals, and global demand for printed circuit boards and active/passive components for all electronic products remain near record highs. Therefore, despite exhaustive efforts to mitigate material increases, we are announcing a 5% price increase for all fluorescent electronics (linear, dimming, hybrid and CFL ballasts). This increase will apply to all shipments after December 31, 2006. At this time, special price agreements (SPAs) will stay firm until their expiration date.

New price schedules will be sent to you via your Advance sales representative. Advance remains committed to providing superior value to your organization.

Thank you for your support and understanding.



Brian Dundon  
President & CEO  
Advance