

# HOWARD<sup>®</sup>

LIGHTING PRODUCTS



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April 24, 2006

Dear Howard Customer,

Howard Industries, Inc. will implement a price increase for our Magnetic Fluorescent and HID ballast products effective with June 5, 2006 shipments. Unprecedented increases in the cost of steel, copper, aluminum, natural gas, and freight continues to impact our industry. We continue to work on reducing cost, but due to the volatility of material cost are unable to absorb these increases. Therefore, we find it necessary to initiate an increase on these products at this time.

The percentage of this increase will average 10% for Magnetic Fluorescent and HID ballast products. This increase will apply to all market channels (OEM, Distribution and Export customers). Electronic ballast pricing will not be impacted at this time but will be addressed if similar material cost increases are seen in the future.

Price sheets will be available within the next several weeks. If you have any questions, please contact your Howard representative.

We appreciate your support and business.

Sincerely,

Derral Ward