



From the Desk of:  
Patrick A. Sullivan  
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August 8, 2007

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. Cost reductions to existing designs, without sacrifice to performance and reliability, remains a core effort within our organization. Those cost reduction efforts are successful, but continue to be out paced by cost increases extended by our suppliers.

Effective with shipments October 29, 2007, 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 3% for all 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, appearing to read 'Patrick A. Sullivan', with a long horizontal flourish extending to the right.

Patrick A. Sullivan  
Chairman and CEO