

From the desk of:

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Dear Valued ULT Customer,

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

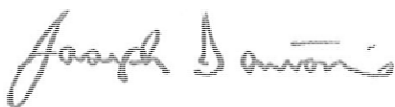
Despite our efforts to drive our material costs down to remain competitive, we have experienced significant increases in raw materials (semiconductors, magnetics, steel, solder, copper, and phosphor), packaging supplies, energy, and transportation over the past year. These factors have made it impossible to hold firm on existing pricing for our products.

Effective with May 16, 2011 shipments, ULT will implement a price increase which will affect all International, OEM, Distribution and Sign Customers. Ballast price increases will average 10% on Magnetic products and 3% on Electronic products. Lamps will be managed separately.

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

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

Very truly yours,



Joseph Damiani
Sr. VP, Sales