



From the desk of:

Joseph Damiani
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June 22, 2018

Dear Valued ULT Customer,

Universal Lighting Technologies constantly strives to develop the most technologically advanced and cost effective products available in the lighting marketplace. One of the core efforts within our company is cost reduction for our customers without sacrificing performance and reliability. While these cost reduction efforts have been successful they have recently been outpaced by commodity and component cost increases extended by our suppliers.

Effective with shipments starting August 1, 2018 ULT will be implementing a price increase averaging 6-8 % across our product lines. Please note that this increase will not affect any projects which exist today with a valid project quote. It will, however, impact all other price lists/quotes.

New price schedules will be available to you on or before July 9, 2018. Please contact your local ULT representatives for details.

Thank you for your continued support of ULT products.

Very truly yours,

A handwritten signature in blue ink that reads 'Joseph Damiani'.

PESLA Executive Vice-President Sales & Marketing