

January 2, 2008

Dear Valued Altman Dealer, Representative or Customer,

I am sure at this time that there is no need to elaborate upon the continuing upward surge in the costs of materials, energy, labor and overhead. As always Altman Lighting has worked very hard over the last year to minimize the effect of these increasing costs by careful management. However, we can no longer delay an adjustment in our prices. Accordingly, we are announcing a general price increase for most of our products. The amount of this adjustment will average 6-8% on architectural, theatrical, TV & Film products, with a few lower increase exceptions.

The price adjustments will apply to new orders placed one month from today (or later), taking effect on February 4, 2008. As soon as electronic format price sheets are available we will forward them to you in advance of the effective date of the new prices, and we will furnish printed price books as soon as we are able to after that. Hold for release orders that have been entered prior to February 4 will be addressed on a case by case basis, and it is your responsibility to contact us to discuss these situations.

Please be assured that we have done, and will continue doing, everything that we reasonably can to minimize this price adjustment. Superior quality and dependability will of course continue to be key elements of our offering. We thank you for your business now and in the past, and aspire to remain your supplier of choice for high performance lighting.

Sincerely,

Victor Wittmann – VP, Sales & Marketing

Altman Lighting, Inc.