

November 13, 2007

To Our Valued Teka Illumination Customers:

As you know, our industry continues to experience increases in a variety of manufacturing sectors including rising material, packaging and transportation costs. Costs for copper, brass, stainless steel, and bronze -- the principal materials of Teka Illumination luminaires -- have proven to be even more volatile in nature.

Despite our best efforts to offset and contain these increases, costs have escalated to a point where they can no longer be absorbed.

So that we may continue to provide you with the highest quality, most innovative, and fairly priced fixtures and services available, we are implementing a 10% price increase for all Teka Illumination products, effective December 15, 2007. Our team has worked hard to mitigate the impact of this increase.

All orders for immediate release entered prior to November 15th will be honored at current prices. Orders entered after this date will be subject to new price levels. Copies of our revised Price Guide are automatically being sent to our sales representatives worldwide.

We value your business and thank you for your continued support of Teka Illumination.

Sincerely,



Ronald S. Naus
Executive Vice President