

December 22, 2008

To our valued customers and vendor partners:

It is my pleasure to announce Hubbell, Inc. has acquired the Varon Lighting Group to become a part of Hubbell, Lighting, Inc. This includes Precision-Lighting, as well as our sister companies Paragon Lighting, Beacon Products, and Thomas Research Products. Shortly after we entered discussions with Hubbell, it quickly became clear that a combination with Hubbell was supportive of and consistent with Varon's long-term purpose and goals for our companies.

The growing demand for the energy savings and cost reductions associated with our products, combined with our experience and passion for serving the re-lighting market, have uniquely qualified our company to become a key part of Hubbell Lighting's expanding presence in the retrofit and re-lighting channel.

Moving forward, here is what you can expect from Precision-Lighting.

- Precision-Lighting and Varon Group management will continue in their current roles with the company.
- Our brand name, Precision-Lighting, will remain unchanged.
- We will continue to operate as Precision-Lighting, only now as an operating brand of Hubbell Lighting, Inc.
- Our sales representation will continue unchanged, which means you can continue to work with us exactly as you have in the past.
- We will benefit from our access to the significant resources of Hubbell allowing us to accelerate our focus on continuous improvement and growth through providing innovative solutions to the retrofit and re-lighting market.

Our strong commitment to customer satisfaction will remain as the foundation of our success. This commitment is based on the belief that while we are engaged in a business, our true success is based on people and relationships. This will remain our core operating principle as we move forward with Hubbell Lighting. We look forward to our continued success in working with you.

As always if you have questions or concerns, please know that you can contact me directly.

I wish each of you a wonderful Holiday season.

Sincerely,



Raymond A. Pustinger  
Vice President/General Manager  
Precision-Lighting