

December 1, 2005

VARON LIGHTING, INC. ACQUIRES PRECISION FLUORESCENT, INC.

*Varon Doubles Volume, Stakes-Out Position as Provider Of
Energy-Efficient Lighting Fixtures For National Clients In
Retrofit And New Construction Applications*

Page 1 of 2

Elmhurst, IL, December, 2005 — Varon Lighting, Inc. has acquired **Precision Fluorescent, Inc.** and its two companies, **Precision Fluorescent West, Inc.** and **Precision Fluorescent East, LLC.** C. Joseph Incrocci, chief executive of Varon Lighting, made the announcement.

Founded in 1992 in southern California, **Precision Fluorescent** is one of the four most mentioned, fastest-growing manufacturers of custom fluorescent lighting solutions for commercial building owners, regionally and nationally, in retrofit and new-construction applications, where increased energy savings have been mandated by a professional lighting specifier or building end user.

The company works closely with lighting-service contractors, energy-savings contractors and related service providers. It develops comprehensive “lighting packages” with integrated automated control systems, for replacing more energy consuming high-bay metal halide and other HID light fixtures with low-consumption T5, T8 and other new-type fluorescents in custom configurations and housings.

PFI’s custom configured lighting fixtures help facility operators reduce energy costs, qualify for utility incentives, and also take advantage of favorable tax treatment for capital investments associated with the U.S. government’s Energy Policy Act of 2005.

Clients who install **Precision Fluorescent**’s products achieve significantly lower operating costs immediately, with complete paybacks on long-term energy and maintenance costs in definably short periods of time.

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With this most recent acquisition, Varon Lighting now serves virtually all segments of the lighting fixtures and lighting controls marketplace: outdoor/indoor commercial, institutional, industrial and residential. Founded in 2000 by Mr. Incrocci, a longtime lighting industry executive and entrepreneur, Varon subsidiaries now include prominent niche manufacturers such as Beacon Products, Inc., Precision Fluorescent, Inc., RSL Lighting, Inc. (formerly Rockscapes); Thomas Research Products, LLC, and Visio Lighting.

Michael Mogan, founder of **Precision Fluorescent Inc.**, observes that Varon Lighting's ownership interest keeps present PFI management in place and allows the company to focus on what it does best. "Varon allows **PFI** to maintain its market strategy, while opening doors to new markets where Varon has expertise," Mr. Mogan states.

"We were comfortable from the start with Varon principals. Their approach is compatible with our own. **PFI** is already outpacing its market segments and now has the opportunity to become the industry leader in those markets. Our alliance with Varon Lighting should both speed and ease that process," Michael Mogan concludes.

For more information on Varon Lighting, Inc. and any of its individual companies, please contact Varon Lighting, Inc., 765 South Route 83, Elmhurst, Illinois 60126. Telephone: (630) 993-2550. Fax: (630) 993-2561. E-mail: varonlighting@aol.com. Visit Varon Lighting, Inc. on the World Wide Web at: www.varonlighting.com.