

October 30, 2007

Dear Valued Customer,

UL is committed to public safety and providing our customers with excellent, high quality service. We appreciate your business and hope that you are pleased with the service delivery improvements we've made, and will continue to make, while providing unparalleled, global market access.

For your budgeting purposes, following is our 2008 Follow-Up Services (FUS) pricing schedule. We are pleased to inform you that there will be no increase for both the Annual Maintenance Fee and the Sample Testing Fee in 2008. The following fees will increase to better align with the cost of doing business globally.

Task Fees – Task fees vary by factory location and apply when a UL field service representative visits a customer's manufacturing facility to determine that products carrying the UL Mark meet necessary product safety requirements. Task Fees will increase for the majority of customers by \$50-\$200 (USD) per inspection.

Label Fees – Label Fees cover the application of a distinctive, registered UL Mark to a product. Label Fees will increase by 3% in 2008.

Multiple Listing Fee (ML Fee) and Alternate Listing Fee (AL Fee) – ML and AL Fees are charged when a UL customer allows another company to put their name on their product (such as private labeling), while still bearing the UL Mark. In 2008, the ML Fee will be an annual flat fee of \$1,000 (USD) per ML File/Product Category. The AL Fee will be an annual flat fee of \$500 (USD) per AL File/Product Category.

All of the benefits you have come to expect from UL remain a top priority, including our best-in-class Follow Up Services program, public safety outreach, retail support, regulatory assistance and anti-counterfeiting programs. We appreciate your ongoing commitment and look forward to continuing to serve you in 2008 and beyond.

Please contact your local UL representative at 1-877-854-3577 with any questions. Our customer service staff members are available and prepared to address your inquiries.

Sincerely,



Sara A. Greenstein
Senior Vice President, Chief Commercial Officer

