

# LASALLE

## CAPITAL GROUP

### INVESTING WITH AN OPERATING PERSPECTIVE

Chicago, IL – **LaSalle Capital Group, L.P.** (“LaSalle Capital”) together with Prism Mezzanine Fund SBIC, L.P., BOCF, LLC and Fred Mendelsohn, is pleased to announce the acquisition of Environmental Lighting Concepts, Inc. (ELC d/b/a OTT-LITE Technology®) of Tampa, Florida.

With distribution in over 12,000 retail outlets nationwide, 12 countries, and direct to consumers, ELC is a leading manufacturer of natural daylight products specifically formulated to bring the benefits of natural daylight indoors.

ELC manufactures three unique natural light formulations: OTT-LITE VisionSaver Plus® for reading and seeing better, OTT-LITE® True-Color™ for crafting and matching colors accurately and OTT-LITE® Natural Light Supplement™ for growing plants indoors.

ELC was founded in 1989 by Fred Mendelsohn who worked with renowned light researcher, Dr. John Ott, in the development of natural light products. Mr. Mendelsohn will continue to lead the company as President and CEO and is supported by an experienced senior management team. “We are fortunate and pleased to have a partner like LaSalle Capital to assist our company in its next phase of growth,” commented Mr. Mendelsohn.

LaSalle Capital’s other platform investments include Violet Packing, a tomato processing company, Advanced H2O, a leading private label bottled water company and Academy of Healing Arts, a for-profit vocational school offering entry-level healthcare programs.

*March 2006*



- \$115 million fund
- Management buyouts and recapitalizations
- Extensive experience in the lower middle-market
- Focus on consumer and industrial products, manufacturing, distribution, service businesses, education and healthcare.



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