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## FOR IMMEDIATE RELEASE

# Universal Lighting Technologies Announces Manufacturers' Representative Awards

**NASHVILLE, Tenn. (April 01 2002)** – Universal Lighting Technologies, a leading manufacturer of electronic and magnetic ballasts, announced its Manufacturers' Representative of the Year Awards at the recent NEMRA Annual Conference at the Wyndham Anatole Hotel, Dallas, Texas.

"Universal Lighting Technologies recognizes the importance of manufacturers' representatives in the success of our business," said Michael Velker, vice president of distribution sales. "We wanted to reward and thank them for their dedicated work with our first annual ULTimate Achievers Awards reception."

Burrus & Matthews Inc. was recognized as the Firm of the Year and received a beautiful crystal globe and \$10,000. Bray Sales LLC, Des Moines, Iowa, also was recognized and received an ULTimate Achiever Award and \$2,500.

Ken Porter, sales representative for John Shannon McGee Co., Whittier, Calif., was named Outside Salesperson of the Year and was presented with a marble globe and Rolex watch. Also, the following representatives were recognized for Outside Sales and received an ULTimate Achiever Award and \$500 cash:

- Dick Bray, Bray Sales LLC, Des Moines, Iowa.
- Ron Fetzer Sr., F & M Electric Sales Inc., Philadelphia, Pa.; and
- Gerald Miller, Burrus & Matthews Inc.;

Pat Ferring, sales representative for Bray Sales LLC, Des Moines, Iowa, was named Inside Salesperson of the Year and received a marble globe and \$2,000. Also, the following representatives were recognized for Inside Sales with an ULTimate Achiever Award and \$500 each:

- Bob Church, United Electrical Sales, Ltd., Orlando, Fla.;
- Suzanne Ezell, Burrus & Matthews Inc.; and
- Desiree Snyder, F & M Electric Sales Inc., Philadelphia, Pa.

Roth-Mooney Electrical Agency Inc., Indianapolis, Ind., received an ULTimate Achiever Award for outstanding effort in sales promotion.

For more information about the Triad® T5 and T5/HO ballast family, fax your request to (615) 316-5146 or visit the Web site at [www.universalballast.com](http://www.universalballast.com).

For nearly six decades, Universal Lighting Technologies, Inc., has been bringing power and precision to the world's most innovative lighting. Headquartered in Nashville, Tenn., with operations and distribution worldwide, the products of Universal Lighting Technologies are marketed under the Universal® and Triad® brand names. Universal Lighting Technologies is focused on designing, manufacturing and distributing the industry's finest lighting ballasts and controls. Universal Lighting Technologies —*The Power to Light. The Power to Lead.*

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