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FOR IMMEDIATE RELEASE

Universal Lighting Technologies Announces Brown as Specification Sales Engineer

NASHVILLE, Tenn. (November 08, 2002) – Universal Lighting Technologies, a leading manufacturer of electronic and magnetic lighting ballasts, recently announced Kirk Brown as Specification Sales Engineer of the Southern Region.

Most recently, Brown was with sales and market development at Nortel Network's Optical Leadership Group in Atlanta. Prior to his position with Nortel, Brown was on the engineering technical staff of Lucent Technologies.

Brown graduated from Clemson University, Clemson, S.C., and received an MBA from Georgia State University, Atlanta, Ga.

Brown will call on end-users, national accounts, energy service companies (ESCOs), consulting engineers and lighting contractors in the southern region, which includes the territory from North Carolina to Florida, across to New Mexico and Texas.

For more information about lighting ballasts and controls, fax your request to (615) 316-5146 or visit the Web site at 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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