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FOR IMMEDIATE RELEASE

Monarch Sales Associates Named New Sales Agent for Universal Lighting Technologies

NASHVILLE, Tenn. (January 21, 2003) – Universal Lighting Technologies, a leading manufacturer of electronic and magnetic ballasts, announces the appointment of Monarch Sales Associates as its sales agent in New York City and upstate New York, which includes Buffalo, Rochester, Syracuse and Albany. This appointment is effective immediately.

Contact information for Monarch Sales Associates is:

108 Monarch Drive

PO Box 615

Liverpool, NY 13088

(315) 451-6220

(800) 962-5100 / (315) 451-6650 – Fax

www.monarchsalesassociates.com

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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