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FOR IMMEDIATE RELEASE

EDGAR RUIZ JOINS UNIVERSAL LIGHTING TECHNOLOGIES AS REGIONAL SALES MANAGER FOR MEXICO

NASHVILLE, Tenn. (January 21, 2012) – Universal Lighting Technologies welcomes Edgar Ruiz to its international sales team as the new regional sales manager for the nation of Mexico.

Mr. Ruiz brings more than 10 years of sales and marketing experience for multinational companies in Mexico, with focus on the distribution channel for the electrical market. He resides in Mexico City and holds an undergraduate degree in mechanical engineering as well as a postgraduate degree in marketing from Universidad Tecnologica de Mexico. The addition of Mr. Ruiz to Universal's international sales force represents the continued growth and investment in the Mexican marketplace by Universal Lighting Technologies to better serve its expanding customer base in the country.

"Local support is important to providing the most responsive customer service and building personal relationships with each of our customers in the Mexican marketplace," said David Riesmeyer, "Edgar has proven himself to be an insightful and committed partner to customers within the distribution channel, always putting their needs first."

You can contact Mr. Ruiz at cel mex: 52 5551945068, or email: eruiz@unvlt.com. For more information on Universal Lighting Technologies, call 1-800-BALLAST or visit www.unvlt.com.

About Universal Lighting Technologies

For more than 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. A subsidiary of Panasonic Electric Works Co., Ltd., and a member of the Panasonic Group, Universal Lighting Technologies is focused on designing, manufacturing, and distributing the industry's finest lighting ballasts and controls. Universal Lighting Technologies — *Energy Intelligence in Lighting.*

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