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FOR IMMEDIATE RELEASE

INNOVATIVE ELECTRICAL SALES (IES) TO REPRESENT UNIVERSAL LIGHTING TECHNOLOGIES IN EASTERN CANADA

NASHVILLE, Tenn. (February 20, 2013) – Innovative Electrical Sales (IES) has signed on with Universal Lighting Technologies to represent the high efficiency lighting ballast and controls manufacturer in Eastern Canada, including the provinces of Labrador, New Brunswick, Newfoundland, Nova Scotia, and Prince Edwards Island.

Founded by Mike McConnachie and Mark MacDonald in 2007, IES is quickly becoming a dominant force in the Atlantic Canada electrical sales market. The company is able to offer unmatched customer service by focusing on building strong relationships at every level of the trade, including end users, homebuilders, electrical engineers, electrical contractors, and electrical distributors. On March 1, 2013, IES will begin offering high-efficiency linear fluorescent, compact fluorescent, HID, and e-HID ballasts from Universal Lighting Technologies, as well as state-of-the-art control systems, lamps, and lamp holders.

IES offers two locations:

3890 Kencrest Avenue, Suite 3
Halifax, NS, B3K 3L6
1-902-482-4234

153 O'Dell Loop Road
Passekeag, NB, E5N 7L6
1-506-832-3315

Visit IES online at www.iesales.ca. For more information on Universal Lighting Technologies, call 1-800-BALLAST or visit www.unvlt.com.

Universal Lighting Technologies, Inc., produces some of the world's most advanced linear fluorescent, compact fluorescent, HID, eHID, and LED solutions for commercial lighting applications, as well as the most cost-effective energy management systems in the lighting industry today. A global leader in research and development since 1947, Universal Lighting Technologies joined the Panasonic family of companies as a wholly owned subsidiary of Panasonic Corporation Eco Solutions Company in 2007. Today, the company manufactures and distributes products under the Universal®, Triad®, Panasonic, Vossloh-Schwabe, DCL®, DEMANDflex™, EVERLINE™, and Signa® brand names. *Universal Lighting Technologies — Energy Intelligence in Lighting.*

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