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FOR IMMEDIATE RELEASE

OSTERMAN ASSOCIATES TO REPRESENT UNIVERSAL LIGHTING TECHNOLOGIES IN UPSTATE NEW YORK

NASHVILLE, Tenn. (February 20, 2013) – Osterman Associates has signed on with Universal Lighting Technologies to represent the high efficiency lighting ballast and controls manufacturer in upstate New York, effective March 1, 2013.

Founded in 1957, Osterman Associates has built its success on a foundation of quality people, quality manufacturers, and a strong commitment to service. Focused on building long-term relationships with its employees, distributors, manufacturers, and end-users, Osterman Associates has a strong inside and outside sales staff trained on the full line of Universal Lighting Technologies products, from high-efficiency linear fluorescent, compact fluorescent, HID, and e-HID ballasts to state-of-the-art control systems, lamps, and lamp holders.

Osterman Associates offers four locations:

- Albany (518) 859-6346
- Syracuse (315) 437-7750
- Rochester (585) 546-5780
- Buffalo (716) 853-4649

Visit Osterman Associates online at www.ostermanassoc.com. 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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