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UNIVERSAL NAMES SALVATORE MANGANARO NEW REGIONAL DISTRIBUTION SALES MANAGER FOR U.S. NORTHEAST

NASHVILLE, Tenn. (April 22, 2014) – Universal Lighting Technologies announces the addition of lighting industry expert Salvatore Manganaro to the Universal team as the new regional distribution sales manager for the northeast territory of the United States.

Manganaro joins Universal with more than a decade of experience in the electrical industry. Since graduating from the University of Massachusetts Amherst in 1996, he has successfully served in various regional and national management roles, including specialized vertical market growth roles.

Throughout his career, Manganaro has garnered extensive knowledge and skill in marketing, management, development and distribution in the electrical field. As an executive national account project manager, he developed, managed and implemented Energy Conservation Projects such as LED, Controls, T8 and EMS Systems.

“At Universal, one of our biggest strengths is maintaining solid relationships with our distribution partners,” said Marty Pint, vice president of distribution sales. “We’re dedicated to helping them bolster their business through vertical marketing. Since Manganaro has considerable industry experience in this area, we’ll be able to bring even more opportunities to our partners. And as any good sales manager knows, there is nothing more valuable than bringing a lead to a distributor.”

In his new role, Manganaro will be responsible for growing the northeast distribution channel by managing and supporting agents and distributors like Gemco, Osterman and Yusen. Additionally, he will be implementing new programs designed to introduce the latest products and increase sales.

To contact Manganaro, please email smanganaro@unvlt.com. For more information on Universal Lighting Technologies, call 1-800-BALLAST or visit www.unvlt.com.

About Universal Lighting Technologies, Inc.

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 became a member of the Panasonic Group in 2007. Today, the company manufactures and distributes products under the Universal®, EVERLINE®, Triad®, Panasonic, Vossloh-Schwabe, DCL®, DEMANDflex™, and Signa® brand names. *Universal Lighting Technologies — Energy Intelligence in Lighting.*

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