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**FOR IMMEDIATE RELEASE**

## **MacGillis Joins Universal Lighting Technologies** *New Regional Sales Manager Will Serve Canada*

**NASHVILLE, Tenn.** (Jan. 19, 2017) – Universal Lighting Technologies, Inc., a global leader in lighting and a member of the Panasonic Group, has announced the addition of Blair MacGillis as the company’s Canadian distribution and OEM regional sales manager for the Quebec and Eastern Canada provinces.

With more than 20 years of experience in the industry, MacGillis has worked and managed the sales of products and services at the international, national and regional levels. Prior to joining Universal, he worked for several global Top 500 lighting controls companies. In addition to sales and account management, MacGillis excels in new business development, and has shown a detailed understanding of energy management, building automation and HVAC systems.

“Blair has a broad range of skills that have allowed him to build and expand valuable relationships with partners and clients throughout his career,” said Lazar Petrov, director of Canadian sales for Universal. “We are confident he will be a very successful proponent of Universal’s comprehensive line of LEDs and ballasts.”

MacGillis, who currently resides in the Ottawa, Canada area, will focus on achieving sales and profitability objectives for Universal, identifying marketplace opportunities, and prospecting and engaging new clients across the country. In his new role, he will also be responsible for tactical support of agents, distributors and OEMs in the territory.

“Universal continues to attract top talent across the industry, and Blair MacGillis is a shining example of that,” continued Petrov. “As we continue to expand our presence across Canada, access to top industry talent such as Blair will be a true advantage for our customers and prospects alike.”

For more information about Universal Lighting Technologies, please visit [www.unvlt.com](http://www.unvlt.com).

### **About Panasonic Lighting Americas, Inc.**

Panasonic Lighting Americas, Inc., a subsidiary of the Panasonic Group, operates Universal Lighting Technologies, Inc. and Douglas Lighting Controls, two market leaders in the

industry. Universal Lighting Technologies, based in Nashville, Tennessee, engineers LED solutions for commercial lighting applications as well as LED, linear fluorescent, compact fluorescent, HID, and eHID components. Douglas Lighting Controls, based in Vancouver, British Columbia, develops innovative controls systems and works to engineer energy-efficient, easy-to-install digital lighting-control solutions for commercial buildings, campuses and sports complexes throughout North America. Together, Douglas and Universal, provide customers with the most advanced lighting controls and LED components available today.

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