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FOR IMMEDIATE RELEASE

Universal Lighting Technologies Adds Smith as Regional Sales Manager for Midwest Region

NASHVILLE, Tenn. (Apr. 20, 2017) – Universal Lighting Technologies, a global leader in commercial lighting and a member of the Panasonic Group, has hired Richard Smith as regional sales manager for the Midwest region of the United States.

Smith's main focus will be to grow the Ohio, Indiana, Kentucky and Tennessee markets. In those states, he will build end-user relationships, identify distributor opportunities, and support agents in the region.

"We're excited to add Richard to the Universal Lighting Technologies' family," said Donna Taylor, Universal's Central Region Vice President. "Throughout his career, Richard has continually exceeded expectations and taken on challenges that have produced growth-oriented results. As an LED solution provider, we are pleased to have Richard on the team providing the quality service and support our customers have come to know and love about our company."

Smith brings nearly a decade of experience in lighting systems sales to his new role. Previously, he managed lighting agency territories in the Northwest and Southeast U.S. He has held multiple positions in the industry, including specification, contractor and distribution sales.

For more information about Universal Lighting Technologies and its comprehensive lighting products, call 1-800-225-5278 or visit 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. Together, Douglas and Universal provide customers with the most advanced lighting controls and LED components available today.

About Universal Lighting Technologies, Inc.

Seventy years ago, Nashville, Tennessee-based Universal Lighting Technologies was founded and became one of the first companies to manufacture fluorescent ballasts. Today, Universal engineers LED solutions for commercial lighting applications as well as linear fluorescent, compact fluorescent, HID, and eHID components. The company is regarded across the North American lighting industry as an industry leader through its commitment to innovation, quality and customer service.

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