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FOR IMMEDIATE RELEASE

Universal Lighting Technologies Promotes Internal Talents to Leadership Positions in Support of Expanding Channels

NASHVILLE, Tenn. (July 17, 2019) – Universal Lighting Technologies, Inc., a global leader in lighting and a member of the Panasonic Group, today announced the promotion of key positions within the sales organization. The internal promotions were in response to expanding channel growth from the company's strategic direction.

Stu Sumner formerly VP of Sales, West, has been promoted to VP of North American Distribution sales. Sumner, boasts nearly 3 decades of experience within the lighting industry, and a wealth of sales management expertise particularly around LED lighting. Known for his knowledge of the retrofit market, Stu will additionally head up a new Energy Team.

Tom Kim, formerly VP of sales OEM West, Sign and International Sales Channels, has been promoted to VP of North American OEM sales. Tom's sales, marketing, and business development experience spans for more than two decades in the lighting and electrical industry. Tom has vast experience in global lighting components manufacturing, he has led numerous initiatives aimed at innovation and growth. Tom will additionally oversee Universal's team of Field Application Engineers.

Eric Schlechtweg, previously senior regional sales manager, East, has been promoted to director of distribution, East. With more than 25 years of experience in the electrical products industry, Schlechtweg will continue to bring dedicated support to agents, distributors and end users in his region.

"At Universal, we highly value our longstanding team members and the in-depth knowledge, mentoring and skill they offer both internally and to our valued customers," said Joe Damiani, Executive VP of Sales and Marketing. "We make promoting our talent from within a top priority as our company continues to grow. These individuals make a substantial impact at Universal and we are pleased to encourage their growth into advanced leadership capacities."

The establishment of Sumner's Energy Team comes on the heels of substantial retrofit market growth. Upgrading from fluorescent to LED technology can help building owners control energy and reduce maintenance costs for their buildings. These upgrades can save an estimated 30 percent or more in energy consumption, and even more by incorporating simple control strategies.

The Energy Team will work in conjunction with Regional Sales Managers and nearly every department within the organization to identify LED retrofit opportunities and support their successful implementation.

“Universal is a global manufacturer with over 70 years of experience, known for its reliable products and ease of doing business. We have the right products equipped with the right resources to ensure end users have a successful upgrade,” said Sumner. “Universal has become a recognized and clear choice for facility managers converting fluorescent light to LED technology, and we look forward to assisting those who want to take the next step in lighting upgrades for their building.”

Following the growth of the EVERLINE LED retrofit portfolio last year, Universal rolled out a deep bench of retrofit tools to support end users. These tools included [educational articles](#), [installation videos](#), [audit assistance](#), [design support](#), [easy access samples](#), [online Rebate Search Tool](#) and an [online ROI Calculator](#). Additionally, Universal has an *ENERGY Select Partner* network of distributor energy teams (with contractor arms) ready to support local end user LED upgrades.

For more information about Universal’s *ENERGY Select Partner* network please contact marketing@unvlt.com. For product information please visit our website at www.unvlt.com.

About Universal Lighting Technologies, Inc.

Universal Lighting Technologies, Inc. a member of the Panasonic group and a subsidiary of Panasonic Lighting Americas, Inc., engineers, manufactures and markets innovative solutions for commercial lighting across North America, including LED drivers, LED modules, fluorescent, HID and connected devices using wired and wireless technology. Universal’s EVERLINE® LED retrofit continuum provides a range of solutions for upgrading fluorescent to LED. With over 70 years of experience, the company is recognized for its commitment to quality and customer service. Learn more about Universal at www.unvlt.com. Like us on [Facebook](#) and follow us on [LinkedIn](#) and [Twitter](#).

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