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FOR IMMEDIATE RELEASE

Universal Lighting Technologies Introduces Industry Veteran Mark Hobart to Support LED Market Growth in Southeast U.S.

NASHVILLE, Tenn. (September 18, 2019) – Universal Lighting Technologies, Inc., a wholly owned subsidiary of Panasonic Lighting Technologies America (PLTA), today announced the acquisition of Mark Hobart as the Regional Sales Manager in its southeastern United States territory.

In his new role, Hobart will work directly with facility managers, distributor teams and agents to grow Universal's wide range of lighting solutions. As the Regional Sales Manager, he will be responsible for the company's growth in the southeastern region, including Alabama, Georgia and Florida.

"We have made substantial progress with our LED retrofit market. As a result the strategy requires additional support, and we are pleased to add Mark to our already strong sales bench," said Eric Schlechtweg, Director of East Coast Sales for Universal. "With a comprehensive knowledge of LED lighting and the experience necessary to successfully manage LED retrofit projects, Mark is the complete package. His sales abilities and firsthand experience will ensure our agents and distributors are well informed with every tool and resource needed to pursue LED opportunities."

Hobart brings more than two decades of lighting experience to the company from a variety of lighting roles such as regional project sales manager, national account manager and senior sales executive. As an electrical engineer with a diverse and comprehensive sales background, he has a strong technical understanding, combined with practical hands-on demonstrated capabilities throughout his career, producing measurable and effective results.

Universal manufactures and engineers LED drivers, LED modules, and comprehensive LED retrofit and replacement products, including solutions with up to 140,000+ lifetime hours. The company stands behind their 750+ reliable DesignLights® Consortium qualified products.

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](#).

UNIVERSAL NAMES DAVID MENDES NEW REGIONAL SALES MANAGER FOR U.S. NORTHEAST

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