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FOR IMMEDIATE RELEASE

UNIVERSAL LIGHTING TECHNOLOGIES NAMED IED APPROVED SUPPLIER

Strengthening the Canadian Distribution Channel

NASHVILLE, Tenn. (January 25, 2012) – Independent Electrical Distributors (IED) has named Universal Lighting Technologies an Approved Supplier for 2012, following a rigorous, ten-step process that requires manufacturers to demonstrate their dedication to the distribution channel in Canada in regards to volume of sales, reliability, customer service, and promotional marketing programs.

Universal Lighting Technologies is a global leader in ballasts and controls for commercial lighting applications—including electronic linear fluorescent, HID and eHID, compact fluorescent solutions, LED, and more. IED was formed in 1965 to enhance the buying power and effectiveness of independent electrical distributors throughout Canada. As an IED approved supplier, Universal Lighting Technologies will play an active role in the IED Rewards program as well as launching exclusive promotions for IED members to help educate customers, boost sales, and reward distributors for their participation.

“IED is proud to announce that Universal Lighting Technologies was accepted January 1, 2012, as an approved supplier,” said Jim Milne, President, IED Limited Partnership. “ULT’s focused approach to servicing the Canadian market from its North American manufacturing facilities combined with their professional and aggressive sales organization will assist IED distributors in their quest to continuously service their customers to the highest standards in the industry.”

“We’re excited to be a part of a first-class supply network that supports independent Canadian distributors and their customers,” said Lazar Petrov, Director, Distribution & OEM Regional Sales, Canada, for Universal Lighting Technologies. “We understand and appreciate the value that this network brings to our end customers in form of product offering, availability, and education. In addition, this helps Universal Lighting as we continue to grow our brand and presence in Canada.”

To learn more about Universal Lighting Technologies, visit the company online at www.unvlt.com or call 1-800-BALLAST.

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– Page 2/2

For more than six decades, Universal Lighting Technologies, Inc., has been bringing power and precision to the world's most innovative lighting. Headquartered in Nashville, Tenn., with operations and distribution worldwide, the products of Universal Lighting Technologies are marketed under the Universal® and Triad® brand names. A subsidiary of Panasonic Electric Works Co., Ltd., and a member of the Panasonic Group, Universal Lighting Technologies is focused on designing, manufacturing, and distributing the industry's finest lighting ballasts and controls. Universal Lighting Technologies — *Energy Intelligence in Lighting.*

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