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FOR IMMEDIATE RELEASE

Universal Lighting Technologies Names Cairo Chief Operating Officer

NASHVILLE, Tenn. (November 07, 2002) – Universal Lighting Technologies, a leading manufacturer of electronic and magnetic lighting ballasts, recently announced John Cairo as the Chief Operating Officer.

Cairo has more than seven years of management experience at Johnson Controls where he began as Director of Manufacturing, in their Reynosa, Mexico facility. Most recently, Cairo served as Vice President of Manufacturing for Johnson Controls Worldwide where he was responsible for all manufacturing operations and strategic sourcing in the Controls Group with plants located in Europe, Asia, Mexico and United States. In addition to his recent experience at Johnson Controls, Cairo has held various positions at General Electric and Cummins Engine Company.

Cairo will oversee all of Universal's operations, logistics, sourcing and facilities for international plants in Matamoros, Mexico and Shanghai, China and domestic plants in Gallman, Miss. and Huntsville, Ala.

Cairo received a Bachelor of Science in Business Administration from the University of Wisconsin and an MBA in Operations Management from Illinois Benedictine College in Lisle, Ill.

For more information about lighting ballasts and controls, fax your request to (615) 316-5146 or visit the Web site at www.universalballast.com.

For nearly 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. Universal Lighting Technologies is focused on designing, manufacturing and distributing the industry's finest lighting ballasts and controls. Universal Lighting Technologies —*The Power to Light. The Power to Lead.*

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