

FOR IMMEDIATE RELEASE

## Fulham Names Mark Needham VP of European Sales

Experienced Sales Executive Tapped to Spearhead European Expansion for Fulham's Lighting Solutions

**Hawthorne, Calif. – March 1, 2016:** Fulham Co., Inc., a leading supplier of lighting components and electronics for commercial and specialty applications, today announced the appointment of Mark Needham as the new Vice President, European Sales. In his new role, Needham will oversee European expansion of sales for Fulham's expanding line of specialist lighting products, including LED drivers and retrofit kits, emergency LED lighting, and ultraviolet and specialty lighting systems.

Needham has more than 25 years of experience in the lighting industry and an extensive background in sales. Most recently he served as sales director for Venture Lighting Europe. Needham also has experience managing sales programs across Europe, including working with leading lighting distributors and OEMs.

"We are delighted that Mark Needham has joined our company with his long and deep experience in the lighting industry," said Mike Bauer, Vice President of Global Sales for Fulham. "Mark's position is key to our company growth as we expand our presence in European countries. He will be instrumental in helping us introduce some exciting new products that we are about to launch worldwide."

Fulham is currently rolling out new lighting solutions based on advanced, sustainable LED technology. For example, in the past few weeks Fulham has introduced two new lighting products – the HotSpot Plus. an all-in-one unit LED emergency lighting system with a dimmable LED driver and a replaceable battery. Fulham will be displaying its line of sustainable lighting solutions at the Light + Building 2016 show to be held in Frankfurt March 13-18.

"This is an exciting new challenge with the Fulham Company to establish and grow their position in Europe with such a high quality and advanced product range for 'tier one' lighting manufacturers," said Needham regarding his new role. "I look forward to strengthening existing

relationships, introducing Fulham to more of the mainstream lighting manufacturers, and appointing key agents in each country.”

## **About Fulham**

Fulham Co., Inc. is a leading global provider of intelligent, sustainable commercial lighting components and electronics for use in parking structure, signage, horticultural, UV and other applications. The company develops and manufactures a variety of award-winning LED and emergency products, as well as legacy products across multiple lighting platforms. Fulham sells its lighting solutions worldwide through original equipment manufacturers (OEMs) and electrical equipment distribution channels. Headquartered in Hawthorne, Calif., the company has sales and/or manufacturing facilities in London, China, India and the United Arab Emirates. For more information, visit [www.fulham.com](http://www.fulham.com).

#####

Contact:

Andy Firchau

Marketing Manager

Phone: +1 (323) 779-2980, ext. 1252

[afirchau@fulham.com](mailto:afirchau@fulham.com)