

CABLOFIL®



Cablofil/Legrand Corporate

Announcement



Cablofil/Legrand Acquires PW Industries



Media Release

For Immediate Release

Cablofil/Legrand Acquires PW Industries

Innovator in Cable Management Expands Cable Tray Offering

WEST HARTFORD, Conn. (February 7, 2008) – Cablofil/Legrand has announced the acquisition of California-based PW Industries, a manufacturer of cable trays and prefabricated wiring systems. Cablofil® wire basket tray is the

world's most specified cable tray, providing effective, efficient, and innovative cable management with more than 90,000 miles installed around the world. In a separate announcement, Legrand, the parent company of Cablofil/LeGrand, announced the recent acquisition of Macse, Mexico's leading producer of metal cable trays. These acquisitions further strengthen Legrand and Cablofil/LeGrand as the leading suppliers of innovative overhead wire and cable management systems in North America.

PW Industries will be merged into Cablofil/LeGrand, which will continue to produce and market Cablofil wire basket tray and the PW line of ladder tray.

PW Industries is a nationwide industry leader in the design and manufacture of cable and data tray, including ladder tray, ventilated and solid bottom tray, one-piece channel tray, and single-rail cable management. Founded over 50 years ago, PW Industries has been a leader since the inception of cable tray, and was the pioneer in the development of NEMA-type trays. PW also manufactures specialty prefabricated branch circuit wiring systems.

PW Industries' line of ladder tray complements Cablofil wire basket tray products, providing more overhead wire and cable management options and solutions that enhance contractor productivity. Beyond its standard tray, PW has a reputation for its project services and design innovations like prefabricated tray that saves time on the job. PW is recognized in the industry for design innovation and value-added project services.

Cablofil/LeGrand is part of the Electrical Wiring Systems (EWS) division of Legrand North America, which also includes Pass & Seymour/LeGrand and Wiremold/LeGrand. These three brands work in concert to develop innovative new solutions that enhance contractor productivity.

"We are excited that the PW Industries offering expands our core competency of product innovation and service differentiation," said Tim Place, Vice President and General Manager of Cablofil/LeGrand. "Cablofil wire basket tray has a great track record of increasing contractor productivity and PW Industries offers similar benefits with its NEMA-type trays and prefabricated wiring systems. We know that the two brands will offer powerful solutions to electrical contractors and datacom installers."

Further, according to Place, "PW shares Cablofil/LeGrand's commitment to working with contractors to develop solutions that get them off the job in record time," he added.

"Becoming part of Cablofil/LeGrand and the worldwide Legrand family opens new markets for our products, particularly in Canada and Europe," said Dana Black, Vice President, Sales, of PW Industries.

About Cablofil/LeGrand

Cablofil/LeGrand (<http://www.cablofil.com/content>) is the leader in wire cable tray systems. Along with Pass & Seymour/LeGrand and Wiremold/LeGrand, it is part of the Electrical Wiring Systems (EWS) division of Legrand North America. Its North American headquarters are located in Mascoutah, Ill.

About Legrand

LeGrand (www.legrandelectric.com) is the world specialist in products and systems for electrical installations and information networks, offering solutions for use in residential, commercial and industrial buildings. Operating in over 60 countries with sales of €3.7 billion, it employs about 33,000 people and its catalogues list more than 130,000

products. At Legrand, innovation drives growth: with nearly 5 percent of sales invested in R&D every year, the group brings out a steady stream of new, high added-value products.

About Legrand North America

LeGrand North America (www.legrandna.com), headquartered in West Hartford, Conn., is the North America regional business for Legrand. It includes 2,600 employees in seven operating companies across the United States and Canada. The Electrical Wiring Systems (EWS) division is comprised of Cablofil/LeGrand, Pass & Seymour/LeGrand, and Wiremold/LeGrand.

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Related Site Links

Company Information

Related Site Links

You can find out more about Legrand's other North American businesses, and Legrand at the following:

- **Cablofil/LeGrand** www.cablofil.com, a market leader in efficient and innovative cable management solutions
- **On-Q/LeGrand** www.onqlegrand.com, a market leader in structured wiring infrastructure and leading developer of whole-home comfort, communications, and entertainment home systems
- **Pass & Seymour/LeGrand** www.passandseymour.com, a leading manufacturer of electrical and network wiring devices
- **Wiremold/LeGrand** www.wiremold.com, a market leader in wire management and cabling systems
- **Ortronics/LeGrand** www.ortronics.com, a leading manufacturer of premise wiring connectivity products
- **Watt Stopper/LeGrand** www.wattstopper.com, offering an extensive range of energy management and lighting control products
- **Vantage/LeGrand** www.vantagecontrols.com, a market leader leading manufacturer of automated control and dimming systems for residential and commercial applications
- **LeGrand** www.legrandelectric.com, is one of the principal worldwide specialists for products and systems for low-voltage, electrical and data network installations

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Cablofil/Legrand Acquires PW Industries

About the transaction

- PW Industries will be part of Cablofil/Legrand, a unit of the Electrical Wiring Systems (EWS) division of Legrand North America, which also includes Wiremold/Legrand and Pass & Seymour/Legrand.
- PW Industries will be merged into Cablofil/Legrand. Cablofil/Legrand will continue to produce and market Cablofil® wire basket tray and the PW line of ladder tray.
- The acquisition extends the reach of Cablofil/Legrand into longer span NEMA-type trays – and into industrial applications. It also adds PW Industries' line of prefabricated wiring systems to its array of product offerings.
- Engineers, contractors, MRO professionals, and distributors will have a single source for a wide range of overhead wire and cable management solutions.
- Both companies develop products that address a shortage of contractor labor and engineering capacity with simplified installation and labor-saving features.

About Cablofil/Legrand

- Cablofil wire basket tray is the world's most specified cable tray, providing effective, efficient, and innovative cable management with more than 90,000 miles installed around the world.
- Cablofil wire basket tray is an increasingly popular method for contractors to replace labor-intensive conduit installations and achieve greater productivity.
- Cablofil/Legrand in North America operates a manufacturing facility in Mascoutah, Ill. to service the U.S., Canadian, and Latin American markets.

About PW Industries

- Founded in Philadelphia in 1954, PW Industries has grown from a small regional manufacturer to a nationwide leader in the design and manufacture of cable tray. PW Industries has been a leader since the inception of cable tray, and was the pioneer in the development of NEMA-type trays.
- PW products include ladder tray, ventilated and solid bottom tray, one-piece channel tray, and single-rail systems. It also manufactures prefabricated wiring systems.
- PW has its headquarters collocated with its manufacturing in Pico Rivera (Los Angeles County), Calif., with additional manufacturing in Atlanta, Ga., and stocking locations across the country.

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Questions & Answers

Information concerning the Cablofil/Legrand acquisition of PW Industries

Description of Transaction

What is being announced?

Legrand has announced recently that PW Industries has been acquired by Cablofil/Legrand, a unit of the Electrical Wiring Systems (EWS) division of Legrand North America. The EWS division also includes Pass & Seymour/Legrand and Wiremold/Legrand. PW Industries will be merged into Cablofil/Legrand, which will continue to produce and market Cablofil® wire basket tray and the PW line of ladder tray. In a separate transaction, Legrand, the parent company of Cablofil/Legrand, announced that it has acquired Macse, Mexico's leading producer of metal cable trays.

Who is PW Industries?

Founded in Philadelphia in 1954, PW Industries has grown from a small regional manufacturer to a nationwide industry leader in the design and manufacture of cable and data tray. PW has been a leader since the inception of cable tray. It was a pioneer in the development of NEMA-type trays. Today, PW's line of innovative products includes ladder tray, ventilated and solid bottom tray, one-piece channel tray, and single-rail cable management products. It also manufactures specialty prefabricated wiring systems. PW Industries' headquarters are collocated with its manufacturing facility in Pico Rivera (Los Angeles County), Calif. PW has additional manufacturing in Atlanta, Ga., and stocking locations across the country.

Who is Cablofil/Legrand?

Cablofil/Legrand is the world leader in wire basket cable tray systems. Cablofil® wire basket cable tray was introduced to the European marketplace in 1972 and has expanded into North America over the past ten years. Over the past 36 years, more than 90,000 miles of Cablofil tray have been installed worldwide. In November, 2005 Cablofil became part of Legrand North America. Cablofil operates a manufacturing facility in Mascoutah, Ill. to service the U.S., Canadian, Mexican, and Latin American markets.

Who is Legrand?

Legrand (www.legrandelectric.com) is the world specialist in products and systems for electrical installations and information networks, offering solutions for use in residential, commercial, and industrial buildings. Operating in over 60 countries with sales of €3.7 billion, it employs about 33,000 people and its catalogues list more than 130,000 products. At Legrand, innovation drives growth: with nearly 5% of sales invested in R&D every year, the group brings out a steady stream of new, high added-value products.

Who is Legrand North America?

Legrand North America (LNA) is the North America regional business for Legrand. LNA is headquartered in West Hartford, Conn., and includes 2,600 employees in seven operating companies across the United States and Canada. The Electrical Wiring Systems (EWS) division is comprised of Cablofil/Legrand, Pass & Seymour/Legrand, and

Wiremold/Legrand. These three brands work in concert to develop innovative new solutions that enhance contractor productivity.

Why is Cablofil/Legrand acquiring PW Industries?

The acquisition extends the reach of Cablofil/Legrand into longer span NEMA-type trays – and into industrial applications. The acquisition rounds out Cablofil's product line and creates expanded opportunities for increasing contractor productivity. In addition to labor-saving features designed into its cable tray systems, PW Industries offers a line of prefabricated wiring systems that streamline installations.

How does PW Industries fit with the Cablofil/Legrand business strategy?

Both companies develop products that address a shortage of contractor labor with simplified installation and labor-saving features. The acquisition will also mean greater international potential for the PW Industries line of cable tray and wiring systems.

Cablofil wire basket tray and PW NEMA-type trays are complementary lines, so there is little or no product overlap. In fact, adding the PW brand of tray and its service reputation further enhances Cablofil's drive to become the center of excellence for overhead wire and cable management solutions within Legrand North America.

Who will lead the business?

Tim Place, currently Vice President, General Manager of Cablofil/Legrand, will lead the newly expanded organization.

Where will the business be headquartered?

Cablofil/Legrand is located in Mascoutah, Ill., and is increasing its capabilities in that location.

What is the name of the combined business?

The name of the business is Cablofil/Legrand. PW will continue as a commercial brand distributed by Cablofil/Legrand.

What will the new business focus on in the short term? Longer term?

The expanded organization will continue to service contractors, engineers, and distributors with its expanded range of productivity solutions. Cablofil/Legrand will continue to work with its sister brands, Pass & Seymour/Legrand and Wiremold/Legrand, to develop solutions that help contractors get off the job in record time.

Why is this good for customers?

Engineers, contractors, MRO professionals, and distributors will have a single source for a wide range of overhead wire and cable management solutions. Both Cablofil/Legrand and PW Industries are known in the industry for service and innovation. Cablofil wire basket tray and PW NEMA-type trays are increasingly popular methods for contractors to replace labor-intensive conduit installations and achieve greater productivity.

Will customer service processes change?

Product inquiries and order entry processes for the two companies will remain unchanged. Cablofil/Legrand is committed to maintaining high levels of service for PW customers.

What impact will there be on suppliers and vendors?

Product inquiries and order entry processes for the two companies will remain unchanged. Cablofil/Legrand is committed to maintaining high levels of service for PW customers.

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