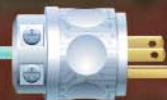


Building a Connected World

SPECIAL EDITION


LEVITON
Building a Connected World



Leviton's New President Shares His Vision



Harold Leviton “Passes the Torch” on the Eve of the Company’s Centennial



*Harold Leviton
CEO and Chairman
Leviton Manufacturing Company*

Harold Leviton grew up in the business his father Isidor Leviton founded in Greenpoint, Brooklyn in 1906. In 1965, he took over at the helm and has steered the Leviton Manufacturing Company through more than four decades of industry leadership as its President, CEO and Chairman of the Board

HL, as he is affectionately known throughout the company, guided Leviton through a changing industry into markets his father might never have envisioned. Today, Leviton has grown to become North America’s leading wiring device

manufacturer, with headquarters in Little Neck, NY, and more than thirty facilities dedicated to engineering, manufacturing and distribution of over 25,000 products for nearly every connectivity need. Just weeks ago, deciding the time had come to “pass the torch” as

the company gears up to celebrate its second hundred years as a pacesetter in the industry, HL named Donald J. Hendler President.

In a statement in which he commented on his selection of Hendler as the third president in the company’s history he said, “It is with great pleasure that I appoint Don Hendler to succeed me as President. Don has guided Leviton through a period of dynamic growth and market expansion. I am sure he will continue to lead us with wisdom and insight through the challenges of our ever-evolving industry.”

With Hendler in his new post, HL ensures Leviton’s future as a privately held, family owned business committed to the core values of quality, service and putting people first -- the very principles upon which his father founded the company.

HL will continue serving as a driving force in his 100-year-old company. Together with his new president and vice chairman, Stephen Sokolow (profiled in the next issue of this newsletter), he will carry on Leviton’s long-standing tradition of wedding “family values” with the compelling need to serve the electrical industry. Committed to this credo, Leviton will remain in the vanguard of the latest technologies, ready to offer new connectivity solutions as it continues to build a connected world. ■



*Donald Hendler
President
Leviton Manufacturing Company*

Donald Hendler Chosen as Third President in Leviton’s Century-Long History

In a career spanning over 35 years with the company, Donald Hendler has helped guide Leviton through an extended period of growth and market expansion. He has held numerous executive-level positions at Leviton that have demonstrated the strength of his leadership ability, guiding and empowering the company’s key team leaders to perform at their very best.

Executive Vice President since 1994, Don has directed strategic planning, human resources, distribution, sales, marketing and product development initiatives for the company over these years. His charisma and management style have motivated those who head up these areas to lead their respective teams with the vision and inspiration to achieve the best possible results.

Through a series of strategic initiatives and acquisitions that Don spearheaded, Leviton has significantly expanded the breadth

and depth of its product and service offerings, venturing into emerging growth markets such as the commercial voice and data and residential structured cabling markets. Don has also guided Leviton’s strategic alliance initiatives, serving as the primary catalyst behind the company’s numerous partnerships with other industry leaders to develop cost-effective solutions for improving electrical safety, energy savings, security and convenience.

In addition to his responsibilities at Leviton, Don has held other prominent roles within the industry. He’s served on the Education Foundation for the NAED and NEMA’s Government Relations Committee.

A graduate of Franklin and Marshall College, Don enjoys a wide range of interests including golf, cycling and swimming. Formerly a member of the Executive Committee for the Long Island Golf Association, Don is the current president of the Metropolitan Golf Association and sits on the Board of Directors of the First Tee of Metropolitan New York. Don has three children, Ian, Director of Business Development for Leviton Integrated Networks and Controls, Noah and Sarah, and four grandchildren. He and his wife Adrienne reside in Brookville, New York. ■

Presidential Perspectives: Donald Hendler Shares his Vision

Q. As the third president in Leviton's history, how do you feel about carrying on the family tradition?

A. I am honored to take the mantle as the company's third president. I am deeply committed to preserving our rich traditions and culture at Leviton that have withstood the test of time. I am equally committed to serving our customers with the best combination of products and services, supporting the electrical industry with leadership and innovation, and affording our employees the best possible corporate culture by ensuring that we remain an independent, family-owned and operated company.

Q. As you formulate your plans for the coming years, is there anything you can share with us as your "statement of objectives" that will guide Leviton's future?

A. My vision for our future is of a profitable, growth-oriented family of companies that is recognized as a leader in our industry. Because we are a private company and do not share the same pressures as a public company that must perform to meet quarterly expectations, we have the benefit of being able to pursue our long-range goals. We will continue to seek opportunities in new markets and geographies where we can leverage our core competencies and utilize new technologies to develop innovative, value-added products and solutions.

Q. How will Leviton's relationships with customers be affected by your appointment?

A. I have been integrally involved in nearly all phases of business planning for decades. Our customers can expect from me the same high level of commitment Leviton has demonstrated in the past. I intend to strengthen Leviton's focus on emerging technologies to expand our operations into new markets as well as help our customers expand their business opportunities.

Q. How do you see the electrical industry further down the road, say in the next five years?

A. I see two major growth areas: energy management and low-voltage wiring. Fuel prices and electricity rates are skyrocketing. New legislation and codes mandate reductions in energy consumption in all industries. Lighting controls that conserve electricity, like our line of occupancy sensors and daylight harvesting systems, are in increasingly high demand. The low-voltage side of the business will also continue to be one of the big stories because the opportunities in structured media outpace the more mature AC power line market. Winners in this marketplace will need to adapt quickly to keep up with our society's ever-increasing thirst for new technologies.

Q. Where do you envision Leviton's growth as it relates to acquisitions, new products and programs?

A. Leviton will continue enhancing its product lines in the two high-growth areas of energy management and low-voltage wiring. We're already well on our way with Leviton Integrated Networks and Controls by offering innovative products like the Leviton Entertainment and Applications Platform. Additionally, bringing new companies into the fold will remain one of our key growth strategies, both through acquisitions planning and the formation of strategic alliances with allied companies that complement our business model. As global competition heats up, it is essential that we expand programs that support our customers in the most comprehensive of ways. Offerings like our new ez-Learn™ on-line training program provide around-the-clock access, 365 days a year to product and application information. We are committed to the increased use of the Internet as a cost-effective, easily accessible information-delivery platform.

Q. In what way will Leviton help shape the electrical industry in the upcoming years?

A. As North America's leading wiring device manufacturer, we're a company that's dedicated to maintaining the long-standing tradition of providing innovative products, services and support. Because we regard our customers as part of our extended family, we listen to and understand their needs. We are therefore able to offer market-sensitive products and solutions that shape the evolution of the industry.

Q. As Leviton approaches its 100th anniversary, how would you define the first 100 years and compare it to the next 100?

A. In 1906, electricity was the exception rather than the rule and it was used solely for lighting. Based on its relatively low cost and convenient availability, the 1900s became an incredible boom period for electricity as it expanded into every residential, commercial and industrial structure. I expect the next 100 years will also offer many new opportunities that emerge on the horizon, both domestically and globally. Intelligent electrical devices will take center stage in this new landscape.

Q. What personal attributes do you view as most significant for the leaders of tomorrow?

A. Many of the critical success factors that contribute to a person's ability to be a successful leader can over time be learned. These include the ability to effectively communicate, make crucial, timely decisions and inspire. Beyond acquired abilities you must be able to think big and dream even bigger. ■

From Its Humble Origins Leviton Builds a Connected World

Leviton Manufacturing started out as a small business engaged in the production of gas mantle tips at the dawn of the electrical era. As electricity proliferated as the dominant infrastructure for lighting, the company switched production to pull chain sockets and then proceeded on its historic evolution as a manufacturer of electrical products for virtually every conceivable connectivity need.

Leviton next added switches, receptacles and other basic wiring devices to its product mix. By the 1950s, with the invention of solid-state circuitry, the company introduced its first line of dimmers. Safety devices such as GFCIs and trend-setting Decora® designer-

styled devices were added in the 1970s, followed by home automation controls, data communication devices and electrical accessory products.

Most recently, Leviton entered the structured wiring market and energy management businesses. This year, the company launched one of its largest project offerings to date, the Acenti® Collection, a premium-grade line of wiring devices and lighting controls for “design conscious” consumers. As Leviton approaches its 100th year in business in 2006, we look forward to the opportunity to serve our customers with quality products and value-added services. ■



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