

Legrand to Acquire Middle Atlantic Products

Written by Bob Snyder
31. 05. 2011



Legrand, North America will acquire Middle Atlantic Products. While terms of the deal are not yet disclosed, the transaction should be finalized in mid-June 2011.

Although Legrand and Middle Atlantic will operate as separate companies prior to closing, after the closing Middle Atlantic will operate as an independent business within Legrand.

Legrand is the global specialist in electrical and digital building infrastructures. Its comprehensive offering of solutions for use in commercial, industrial and residential markets makes it a benchmark for customers worldwide. Legrand reported global sales of \$5.7 billion in 2010.

With this acquisition of a recognized maker of AV enclosure systems, Legrand would fulfill one of its key objectives: to establish a leadership position in the fast growing markets for AV infrastructure products, systems and solutions. Middle Atlantic has expert knowledge of these markets and a sales relationship with more than 3500 integrators in the US and Canada.



Powerful trends continue to drive market growth for integrated AV systems and supporting

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infrastructure, notes Legrand. A prime example is the increasing use of audio and video in venues such as airports, schools, retail, hospitals and corporate facilities.

Once this transaction is completed, Middle Atlantic customers would benefit from expanded product offerings, access to enhanced specification services and tools, and more complete AV infrastructure solutions. The combined offerings of the firms include more than 5000 AV products and services.

Mike Baker, president of Middle Atlantic Products, will lead a new 5th Division (Commercial AV) for Legrand in North America.

"The complementary strengths of these businesses, and the fit of the product offerings will be unmatched by any other supplier in this industry," says John Selldorff, president and CEO, Legrand, North America. "The combined leadership team is looking forward to making a real difference to the installation community, and the entire AV market, now and for the future."

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