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Watt Stopper/Legrand creates new sales position and announces promotions for Melissa Smith and Charles Knuffke

SANTA CLARA, CA August 2007 – To better support its distributors, Watt Stopper/Legrand has created a new position, National Channel Manager, to focus on the needs of these key customers. Melissa Smith has accepted appointment to this role and looks forward to taking on a new challenge with the company. Filling Smith's previous position of Western Region Manager will be Charles Knuffke, former Western Region Technical Manager.

Smith and Knuffke will report to Steve Mix, Watt Stopper/Legrand's Vice President of Sales. Mix welcomes the changes commenting, "I am confident that Melissa will bring the same enthusiasm and dedication to this new national position that she has brought to her region. I am equally confident that Charles will successfully fill her vacated position. Both are committed to our tradition of customer service and I congratulate them on their new appointments." The company anticipates a smooth transition since Smith and Knuffke have worked closely together to educate Watt Stopper/Legrand representatives and implement sales programs.

In her new position, Smith, who has been with Watt Stopper/Legrand for 12 years, will focus on supporting sales through the electrical distribution channel with initiatives including promotions, joint marketing programs and cooperative advertising, such as the recently launched Go Green campaign. She will be working primarily to strengthen the company's partnership with existing accounts in concert with the entire national sales team and representative network.

Knuffke, who joined Watt Stopper/Legrand in 2000 as part of the company's acquisition of Horton Controls, is already a familiar face to customers in the Western Region where he has been a key member of the sales team. In addition to providing technical sales support, he has been a popular presenter for the company's ongoing education programming and is an excellent resource for energy code related questions.

Watt Stopper/Legrand is a leading manufacturer of energy efficient lighting controls for commercial and residential use. We help customers find convenient ways to save energy, meet green initiatives, and comply with energy codes with our comprehensive range of products, programs, and services. Legrand, located in Limoges, France, is the world specialist in products and systems for electrical installations and information networks. Visit www.wattstopper.com.

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