



**PREFORMED** LINE PRODUCTS  
The connection you can count on.

# GLOBAL REACH LOCAL FOCUS

2009 ANNUAL REPORT





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## GLOBAL REACH LOCAL FOCUS

With the 2009 acquisition of Dulmison, Preformed Line Products broadened its **Global Reach and Local Focus**. The expanded presence in both Indonesia and Malaysia was the result of years of strategic planning. Now with twelve international subsidiaries, PLP continues to strengthen its ability to respond to market needs both globally and locally.

Despite worldwide economic downturns, PLP continues to look to the future, developing new and competitive products, while offering solutions and a level of quality, customer service and specialization unmatched in the markets we serve.

Founded in 1947, Preformed Line Products Company, headquartered in Mayfield Village, Ohio, designs and manufactures products and systems for the construction and maintenance of overhead and underground networks for the energy and communications industries. Additional specialized markets include solar energy, tower/antenna and metal buildings. PLP serves all of these worldwide markets through its three manufacturing centers and sixteen international operations.













# 2009 BUSINESS CONDITIONS BY MARKET

Although 2009 was a challenging year given the global economic turmoil, PLP's global business remained stable and PLP is well positioned to seize opportunities when the global economy begins to improve.

Around the globe, PLP's manufacturing facilities are equipped with core industry technologies like forging, casting and CNC metal fabricating and machining. From these capabilities, the businesses now have a broad range of products to ensure complete market coverage. Manufacturing redundancy covers the most critical products and technologies that PLP has focused on for many years. However, each business has specialized in unique products that are now shared among the regional and global group. Most of these sites have modern test laboratories able to perform a wide range of mechanical, electrical and vibration tests on conductors and associated hardware. In addition, PLP offers expertise in the field, with its vibration monitoring service on transmission and distribution lines.

## **DISTRIBUTION:**

The Power Distribution business (defined as voltages below 115KV), was down in 2009 as power utility companies put off maintenance programs to reduce spending, and the housing crunch continued to depress new home construction as well as the associated deployment of overhead power lines. Future prospects for this segment look encouraging assuming an economic recovery will spur renewed investment in required maintenance work, and new residential and commercial related construction will drive additional power line construction. PLP continues to drive future growth by identifying and developing new product opportunities to enhance its Distribution product offering. Recent additions to the product line include polymeric insulators, wildlife protection devices and polymeric surge arrestors (Brazil).

## **TRANSMISSION:**

PLP's Power Transmission business (defined as voltages 115KV or higher) was up significantly in 2009 as power utility customers continued to invest in upgrading their rapidly aging transmission grids. PLP is well positioned in this market with a full range of transmission fittings, hardware and vibration control products to support line construction up to 765KV. PLP also benefited from increasing investment in alternative energy projects. In many countries throughout the world, incentives are driving construction of renewable energy facilities, with the most prevalent being wind "farm" construction. These large arrays (1 megawatt or greater) of wind turbines are typically located far from population centers and require significant investments in transmission line infrastructure to connect these assets to the grid. PLP provides comprehensive transmission line packages for these applications and continues to develop products to further expand the product offering for its customers.

PLP's leadership position in this market was enhanced with the acquisition of Dulmison. Dulmison's spacer, spacer-damper and stockbridge damper product lines complement PLP's product offerings and enable PLP to offer the most comprehensive line of products in the industry. With demand for electrical power







continuing to increase, especially in the many fast growing developing markets, PLP's leadership will enable it to take advantage of prospects for continued growth as transmission grids are enhanced and extended throughout the world.

Supplying transmission grid operators with a full line of engineered products to install and protect their electrical conductors is complicated. Each transmission line that is built has its own unique characteristics. To supply everything required, a company must be prepared to provide the complete engineered solution as well as to work with a variety of materials defined by multiple international standards. These projects often have aggressive delivery periods and need to be delivered to remote sites on the opposite side of the world.

To do this all in one factory is an enormous challenge, but to do it with the combination of specialized PLP operations in different locations makes the process much more manageable. PLP can offer its customers a level of specialization that no other manufacturer in this industry can match.

While the recent activities in the energy markets have been mixed due to varying levels of the economic crisis, PLP continues to develop and test a wide range of transmission hardware. PLP has successfully supplied many hardware

packages and is now widely recognized as a major supplier of fittings and vibration control devices to utility customers across all markets.

PLP employees work closely with the local utilities, contractors, wholesalers and local representative to ensure that PLP has the products to meet the local market needs. One example of joint co-operation is the introduction of a raptor protector. PLP developed this product with a South African environmental and wildlife division to help prevent vultures and other birds from being electrocuted on power lines in South Africa. In addition, PLP developed a new Vari-Grip termination for use on the guyed towers on the 765Kv line between Limpopo province and the Western Cape in South Africa.

In other markets, PLP has developed high temperature elastomers for use on the new generation of conductors which may experience service temperatures of 250 degrees Centigrade or higher. This elastomer is used at the suspension points of new conductors to increase the amount of energy that is able to be transmitted across existing steel towers and along existing rights of way.

**COMMUNICATIONS:**

The year 2009 was challenging for PLP's communication business throughout the world. Many communications customers cut back on capital and operational spending as the global economic downturn negatively impacted consumer spending on communication services. The U.S. was hit especially hard as communication carriers diverted operational funds to wireless communication projects where they could realize a faster return on their spending and investments. Also, the broadband stimulus program that was announced early in 2009 failed to gain traction throughout the year and the administrative burden of the program has further delayed the deployment of funds.

Through all of this, PLP maintained its focus on the customers' efforts. PLP directed these efforts at customer premise and demarcation applications which are the final connections between the network and the end consumer. As economic conditions improve and stimulus funds eventually start flowing into projects, PLP's efforts in these areas will lead to growth in the communications business. Opportunities for growth also look promising in Central and South America where deployment of fixed line telecommunications services and broadband penetration rates remain low as a percentage of the total population.

Like the Americas, the EMEA region exhibited lower 2009 results as telecommunication and CATV customers reduced capital expenses and operational investments in fixed line

communication networks. Specifically, large carrier communication companies supported wireless technologies throughout the region over growth in copper and fiber networks. Government regulatory uncertainty and discussions regarding the promotion of access to incumbent carrier lines to encourage competition in broadband services, have delayed widespread deployment of last mile fiber optic applications. Additionally, significant unemployment rates in Europe (e.g., Spain with an unemployment near 20%) coupled with a lack of growth over the last six quarters has had a dramatic effect on the EMEA region. As such, Fiber to the Home installations in most of Europe continues to lag other regions throughout the world.

General market conditions in the EMEA region remain challenging with further industry consolidations, customer cost reduction initiatives and an influx of Asian competitors combining to apply significant pressure on sales volumes and margins.

Despite a slow recovery in the region, PLP's EMEA group is optimistic that future growth will be driven by PLP's dedication to a comprehensive portfolio of copper and fiber products, continued innovative product development and its ongoing focus on local service and support.



## SOLAR:

Business at PLP's solar energy subsidiary, DPW Solar, was up in 2009 as investment and incentives continued in solar energy projects throughout the U.S. DPW Solar, based in Albuquerque, New Mexico, manufactures roof, pole and ground mounted hardware systems for solar power applications from a few kilowatts to one megawatt and higher. DPW Solar also provides packaged power systems and selected integration services throughout the Southwestern United States.

DPW Solar is keenly focused on new product development directed towards two goals. One is increasing application flexibility. The other is reducing the overall cost per watt of solar power installations by increasing the efficiency of hardware designs and dramatically improving installations times.

PLP also continued the development of its solar business outside the U.S, with operations in Spain, Australia, Canada, Brazil and Mexico. Canada offers significant growth opportunities for solar given the recent announcement by the Ontario Power Authority regarding their FIT (Feed-in Tariff) Program. The FIT program provides for a substantial credit per kilowatt hour for customers that invest in solar energy projects. The returns on these investments are guaranteed for twenty years



and the program is expected to dramatically increase the demand for solar power systems and services. Given the requirements for domestic Canadian content, PLP's operation in Canada is well positioned to service the local solar market as the FIT Program gains momentum. In Australia and Spain, PLP has done significant work to introduce PLP's solar hardware and integration solutions into the local markets. With the renewal and expansion of incentive programs in these countries combined with rapidly advancing technology, PLP is prepared to take advantage of future growth opportunities in solar power deployments.

With advancements in new product development and the continued expansion of the international solar operations, PLP's solar business will continue to play a key role in the market as the technology advances towards grid parity (i.e., solar energy at costs comparable to fossil fuel based energy).

## PATENT AWARDS 2009

### FIBERLIGN® CLAS Cable Storage System

George Dudash and John Jones



### VORTX™ Vibration Damper

John Olenik and Gary Zaleski



## MEMORIAL

This Annual Report is dedicated to the memory of J. Richard Hamilton.

An attorney with Baker Hostetler for over 50 years, Rich also served as PLP's Corporate Secretary from 1990-2005. Rich's impeccable character, integrity and work ethic were well balanced with a love of life; family, friends, music, sports and the great outdoors. As one might guess from the picture, he had a bit of a mischievous streak as well.

Beyond being a respected attorney and talented corporate counsel, Rich was a marvelous mentor, responsible for enhancing the personal and professional development of many and a great friend to all who were fortunate enough to have known him. We will miss you, Rich.

# PREFORMED LINE PRODUCTS COMPANY

## CORPORATE INFORMATION

### DIRECTORS

**Robert G. Ruhlman**  
Chairman and CEO

**Glenn E. Corlett**  
Professor and Former Dean  
at the College of Business  
at Ohio University

**Richard R. Gascoigne**  
Former Managing Director  
at Marsh Inc.

**Michael E. Gibbons**  
Sr. Managing Director,  
Brown Gibbons Lang  
& Company

**R. Steven Kestner**  
Executive Partner,  
Baker & Hostetler LLP

**Barbara P. Ruhlman**

**Randall M. Ruhlman**  
President  
Ruhlman Motor Sports

### OFFICERS

**Robert G. Ruhlman**  
Chairman, President and CEO

**J. Cecil Curlee, Jr.**  
Vice President  
Human Resources

**Eric R. Graef**  
Chief Financial Officer and Vice  
President Finance

**William H. Haag III**  
Vice President  
International Operations

**Dennis F. McKenna**  
Vice President  
Marketing and  
Business Development

**David C. Sunkle**  
Vice President  
Research, Engineering  
and Manufacturing

**Caroline S. Vaccariello**  
General Counsel and  
Corporate Secretary

### DOMESTIC PLANT LOCATIONS

**Arkansas**  
Rogers

**North Carolina**  
Albemarle

### SUBSIDIARY

**Direct Power and Water Corporation**  
Albuquerque, New Mexico

### INTERNATIONAL OPERATIONS

**Australia**  
Preformed Line Products (Australia) Ltd.  
Sydney, Australia

**Brazil**  
PLP-Produtos Para Linhas  
Preformados Ltd.  
Sao Paulo, Brazil

**Canada**  
Preformed Line Products (Canada) Ltd.  
Cambridge, Ontario, Canada

**China**  
Beijing PLP Conductor Line  
Products Co., Ltd.  
Beijing, China

**Indonesia**  
PT Dulmison Indonesia  
Bekasi, Indonesia

**Malaysia**  
Preformed Line Products  
(Malaysia) Snd Bhd  
Selangor, Malaysia

**Mexico**  
Preformados de Mexico S.A. de C.V.  
Querétaro, Mexico

**Poland**  
PLP-Belos S.A.  
Bielsko-Biala, Poland

**South Africa**  
Preformed Line Products  
(South Africa) Pty. Ltd.  
Pietermaritzburg, Natal  
Republic of South Africa

**Spain**  
APRESA—PLP Spain, S. A.  
Sevilla, Spain

**Thailand**  
Preformed Line Products (Asia) Ltd.  
Bangkok, Thailand  
Preformed Line Products (Thailand) Ltd.  
Bangkok, Thailand

**United Kingdom**  
Preformed Line Products (Great Britain) Ltd.  
Andover, Hampshire, England

### AUDITORS

Ernst and Young LLP

### REGISTRAR & TRANSFER AGENT

**Computershare Trust Company, N.A.**  
Investor Relations  
250 Royall Street  
Canton, MA 02021

### MAILING ADDRESS

P.O. Box 43078  
Providence, RI 02940-3078  
www.computershare.com

### SHAREHOLDERS INQUIRIES

1-800-622-6757 (toll-free within the  
United States, Canada and Puerto Rico),  
1-781-575-4735 (international direct dial)

### COMMON SHARES

PLP common shares are traded on  
the NASDAQ Global Market under the  
ticker symbol: PLPC

### CORPORATE HEADQUARTERS

**Preformed Line Products Company**  
(an Ohio Corporation)  
660 Beta Drive  
Mayfield Village, Ohio 44143

### MAILING ADDRESS

P.O. Box 91129  
Cleveland, Ohio 44101-4301

Telephone: 440.461.5200  
Fax: 440.442.8816  
Web Site: [www.preformmed.com](http://www.preformmed.com)  
E-mail: [inquiries@preformmed.com](mailto:inquiries@preformmed.com)

The Company has adopted a code  
of conduct. A copy of the code of  
conduct is posted on our Internet  
Site at [www.preformmed.com](http://www.preformmed.com) in  
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[inquiries@preformmed.com](mailto:inquiries@preformmed.com).



660 Beta Drive  
Mayfield Village, OH 44143  
(440) 461-5200  
[www.preformmed.com](http://www.preformmed.com)  
[inquiries@preformmed.com](mailto:inquiries@preformmed.com)

Mailing Address:  
PO Box 91129  
Cleveland, OH 44101



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