

The 60 Year History of Livingston & Haven

Livingston & Haven has been in business for 60 years. During that time, the world around L&H, including the technology, has changed dramatically. As a result, Livingston & Haven has been forced to change with it. Throughout these periodic changes L&H has always managed to focus its interests and abilities in helping U.S. Manufacturer's increase their productivity.

The roots of Livingston and Haven are steeped with tradition and innovation. In 1947, Mal Haven, a retired engineer, decided to move from Chicago to Charleston, South Carolina. Shortly after relocating, Haven took out an ad in the *Charleston Gazette* that read, "Damn Yankee moving south and looking for adventure and excitement." The ad was answered by Mr. Leply, an entrepreneur in the Gas House Distribution business, who was looking for a partner. Shortly thereafter, the entrepreneurs joined forces and Leply and Haven was born.

Mr. Haven eventually went on to buy out Leply and assumed full ownership of Leply and Haven. In 1950, Mr. Haven decided to expand the operations of L&H into the pneumatics industry with an agreement to represent Westinghouse Air Brake Company. During this time Jack Livingston was hired. Livingston helped L&H by specializing in productivity improvements for dredgers. He was eventually named a partner and the company became known as Livingston & Haven.

In the early 1960's, Livingston went to South America to fulfill a contract with Gahagan Dredging Company. While working in the region for several years, Livingston fell in love with the country and decided to relocate to South America permanently. Despite his short stint with the company, he still remains an important part of the Livingston & Haven trademark.

During this time L&H developed partnerships that would positively affect the company for years to come. L&H became a distributor for Parker, Versa and Humphrey and is still representing their products 50 years later. In 1966, Cliff Vann III decided to leave a long term, good paying engineering position at Charleston Paper to accept a position with Livingston & Haven that only paid him a third of his salary from his current employer. To make matters even more interesting, his wife, Mary Alice Vann, was pregnant with their first child, Clifton Vann IV. Clifton was born the day after Cliff began working for L&H.

Another big event in L&H's history occurred in 1972 when L&H decided to take on Rexroth. L&H had heard about Rexroth and decided to travel to Germany to see what they were all about. At that time, Rexroth was not a large manufacturer in the United States, and it was risky for businesses to align with a foreign company. Today, Rexroth is known as Bosch Rexroth and is the world leader in motion control and Livingston & Haven is featured as the premiere Bosch Rexroth distributor in the Southeast. Then in 1973, L&H moved its corporate office from Charleston to Charlotte, North Carolina and has been located in Charlotte ever since. Cliff Vann III relocated with the company and became Executive Vice President.

In the early 1980's, L&H signed on Mitsubishi Electric, a move that would again advance the company into a new era. Mitsubishi was in the forefront of the PLC Revolution, which drastically changed the industry worldwide.

In 1985, L&H integrated an Interactive Business System into the company. This system began development in 1975 when L&H could not find the software the company needed on the open market. So, L&H formed a collaborative team of programmers to create the APOGEE System based on an Oracle platform. Today, this software is still the heart of the business system for L&H as well as other prominent automation suppliers, and has enabled L&H to become a 100% web-based solution company.

The millennium brought about some profound changes for Livingston & Haven. The first was announcing Clifton Vann IV as L&H's new President. L&H also brought on board Bruce McKay, V.P of Marketing and Sales. As a result, the company moved into a new direction, diversifying themselves of unrelated businesses to concentrate solely on motion control. L&H began an aggressive campaign to expand its interests by reorganizing its connectors strategy and expanding the relationship with Bosch Rexroth. L&H was also honored with numerous awards for their advancement in e-Commerce.

The last few years have been filled with several strategic acquisitions. First, L&H purchased ANDEK in 2002 and later SDI in 2004. These decisions have extended L&H's capabilities in lube services and separated them as a clear technology leader in automatic lubrication systems. Then in 2004, L&H expanded its automation division through the purchase of Enterprise Automation Solutions, EAS. This move not only enabled L&H to enhance its capabilities in the textile market, but also enabled L&H to bring advance PC, supervisory, and remote diagnostic capabilities to its customers in all markets.

Today Livingston & Haven is entering its 60th year in business. Throughout the company's history, L&H has managed to consistently drive productivity enhancements for its customers. Through strategic alliances, capable associates and dedication to its customers, L&H has become and will continue to be the leading industrial technology provider in the Southeast.

To Provide Innovative Productivity Solutions for Manufacturing