



NEWS RELEASE

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LINC SERVICE® NETWORK CONTINUES COAST-TO-COAST EXPANSION

Airite Heating & A/C, InterCon Automation Are Newest Linc Service® Contractors

PITTSBURGH – October 27, 2006 – In less than a week’s time, Linc Network, LLC solidified its service presence along the East and West coasts by adding new contractors in California and Pennsylvania.

Signing franchise agreements within days of each other, Ontario, Calif.-based Airite Heating & Air Conditioning, Inc. and Harrisburg, Pa.-based InterCon Automation, Inc. have become the latest mechanical contractors to join the growing, 125⁺-member Network that spans the United States, Canada and Bermuda. Linc Service Contractors follow the disciplines of the Linc System® in delivering preventive maintenance – as well as heating, ventilation and air conditioning (HVAC) service and bundled energy solutions – to the commercial market.

Now celebrating 45 years of business, Airite has been serving the HVAC needs of its commercial and industrial customers in Southern California’s Inland Empire since 1961.

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It wasn't until the mid-'80s that Airite Owner Richard Mace, Sr. first became familiar with Linc® through a local competitor who owned a franchise location at the time. Although Mace did not know much about Linc 20 years ago, he did see how his competitor grew from less than \$1 million in annual revenue to a \$20 million service business over the next decade. So when he felt the time had come for his own company to expand, he thought Linc would make the perfect partner to help grow his business.

"We've seen how utilizing the Linc System can translate into great success for a company in our position, so our goal is to achieve similar results as a member of the Linc Service Network," said Richard Mace, Jr., who will assume General Manager duties starting in November. "We believe that Linc can help us grow tremendously and reach greater profit margins."

In addition to its well established commercial and industrial operations, Airite owns and operates a complete, 12,500-square-foot metal shop where all of its custom-made products are shorn and formed. As a new Linc Service Contractor, the company's 25-member staff will continue servicing customers in Los Angeles, Orange, Riverside, San Bernardino and Ventura counties. Airite is also one of the Carrier Corporation's elite Factory Authorized Dealers.

Similar to Airite, InterCon first learned of Linc several years ago from one of its local competitors who owned a franchise, albeit in the central Pennsylvania market. As a building controls contractor for the past eight years, InterCon was looking to broaden its corporate offerings by supplementing other capabilities, namely mechanical services. InterCon engaged in dialogue with Linc about the possibility of joining the Network and, after subsequent meetings, Principals Tim Winters and Doug Marks agreed that the Linc System provided an excellent business model to grow and expand their service business.

"Working with Linc will allow us to become a one-stop shop and offer our customers a broader umbrella of services," Marks said. "From the perspective of our customers, we'll become more of a team member and less of a vendor."

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Through a strategic partnership with Automated Logic Corporation, InterCon provides direct digital control and energy management solutions for the non-residential market. Geographically, the company's 16-member staff will continue serving its customers from Huntingdon County to Berks County, as well as to the state borders of New York and Maryland.

"These new franchise agreements further solidify the fact that there's no better time than the present to be a Linc Service Contractor," said Linc Network, LLC President & CEO Scott Giacobbe. "As the newest members of Linc, we're excited about the new opportunities that Airite and InterCon will surely seize in their respective markets. We anticipate much continued success for them."

Linc Network, LLC, headquartered in Pittsburgh, Pa., and Atlanta, Ga., is the franchisor of the Linc System, a business format for operating a commercial heating, ventilation and air conditioning (HVAC) service business. Founded in 1979, the Linc Service Network provides energy solutions to commercial building owners worldwide. For more information, visit Linc's Web site at www.lincservice.com. Linc Network, LLC, is part of The Linc Group (TLG), one of the nation's most innovative providers of facility performance services to building owners and operators. TLG maintains corporate offices in Houston, Texas, and Irvine, Calif. Collectively, TLG companies service more than 15,000 facilities in 42 states and in select international markets through a professional workforce totaling more than 2,400 employees. For more information about TLG and its companies, visit www.thelincgroup.com.

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