



NEWS RELEASE

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LINC® LOOKS TO LONE STAR STATE FOR LATEST FRANCHISE

Central Air & Heating Services Takes Total Number of Texas Locations to 13

PITTSBURGH – October 29, 2007 – The ever-expanding Linc Service® Network has added yet another franchise location in Texas.

Central Air & Heating Services (CAHS), an HVAC mechanical contractor in the Rio Grande Valley city of Harlingen, Texas, signed a franchise agreement to begin selling Linc Service to its commercial customers, effective October 1. CAHS is the fourth Texas-based contractor this year, and 13th in the state overall, to join the Linc Service Network – a growing, 130⁺-member organization spanning the United States, Canada and Bermuda. As the newest Linc Service® Contractor, CAHS will 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.

Prior to signing the franchise agreement with Linc, CAHS Principal Frank Matz was looking for a way to manage the steady growth his company has been enjoying for the past several years. He wanted to provide a higher level of preventive maintenance for his commercial customers, and he saw that Linc offered the right tools to help lead his company in that direction.

So after accepting an invitation from Linc executives to learn more about how Linc Service® could benefit his company, Matz realized he had found a winning process that presented him with everything he needed to attain his goals.

“I was impressed by the coordination of the Linc System and how it provides a structured approach for managing growth,” Matz said. “It gives our employees an enhanced career path, and our company a proven business model, to follow. Now we have a specific plan to put the right people in place, and we hope to take a bigger bite out of the commercial maintenance sector.”

Located in the heart of the Rio Grande Valley, CAHS has been servicing air conditioning and heating systems for customers since 1972. Matz purchased the business from his father 13 years ago as the company’s scope was expanding to commercial installation and retro-fitting HVAC systems, as well as maintenance. Today, Matz’s 30-person staff specializes in the installation, repair, replacement, troubleshooting, and maintenance of: air conditioners, heat pumps, chillers, filtration, ventilation, and control systems.

“Frank and his staff are committed to maintaining the highest standards in professionalism and quality service delivery,” said Linc President & CEO Scott Giacobbe. “Now that they’re part of our world-class network of contractors, they can offer their commercial customers the most innovative building management and energy performance solutions in the HVAC industry.”

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 its corporate office in Irvine, Calif. Collectively, TLG companies service more than 15,000 facilities in 42 states and 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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