



NEWS RELEASE

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LINC® STAYS FOCUSED ON FUTURE WITH FRANCHISE LOCATIONS

Service Network Gains Ground with Air Excellence and Harris Mechanical

PITTSBURGH – July 21, 2006 – A pair of new franchise agreement signings continues to spur the nationwide growth of the Linc Service® Network.

Air Excellence, Inc. in Richmond, Va., and Harris Mechanical Services in Salt Lake City have signed franchise agreements to become the newest locations in the growing, 130-plus 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.

Since 1997, Air Excellence has grown from a two-man, single truck operation to a 32-employee company. Prior to starting his own company nine years ago, Principal Arthur Prime spent nearly 20 years working for a former Linc Service Contractor in Richmond, where he had great success using the Linc System in project sales. While building the foundation of his company for nearly a decade, Prime kept close tabs on the growth of the Linc Service Network. When the time came to make a significant move toward growing his business, he felt – from his past experiences – that Linc would be a good partner.

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“I believe our total implementation of the Linc System will differentiate us from other contractors by providing a distinct, competitive edge,” Prime said. “The Linc System has been proven to work for more than 25 years, and it brings instant organization to our expansion and growth.”

Air Excellence will continue servicing customers in the commercial and industrial HVAC market from northern Virginia to central Virginia, including Virginia Beach.

For the past six years, Harris Mechanical Services – a division of Harris Companies based in St. Paul, Minnesota – has been a member of the Linc Service Network. Working with a former employee who had relocated to the area, Harris Companies’ construction division branched out to Utah by setting up an office in Salt Lake City recently. To supplement the construction operation, Harris Mechanical Services jumped at the chance to purchase Linc franchising rights for the area and establish its first Linc Service® location in the state. Harris Mechanical Services-Salt Lake City Principal Bob Swanger said he can’t wait to begin building a maintenance base.

“We’re confident that Salt Lake City is a market poised for growth, so we didn’t want to let this opportunity pass us by,” Swanger said. “With the franchise secured, we are beginning to build our sales and operations team. We look forward to the synergy between our service and construction groups for start-up, warranty, and cross-selling.”

According to Linc Network, LLC President & CEO Scott Giacobbe, “Richmond and Salt Lake City are growing markets with great opportunities for both of our new franchise locations. We anticipate great success for both organizations, and we welcome Air Excellence and Harris-Salt Lake City to the Linc family.”

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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