



## NEWS RELEASE

Lori Bonham  
Marketing Communications Manager  
Linc Network, LLC  
501 Technology Drive, Suite 3000  
Canonsburg, PA 15317  
(724) 873-2944  
[Lori.Bonham@thelincgroup.com](mailto:Lori.Bonham@thelincgroup.com)

### **LINC NETWORK, LLC, FIELDS FOUR NEW FRANCHISE LOCATIONS**

*Quartet of Contractors Continues Linc Service® Network's Nationwide Growth*

**PITTSBURGH, May 8, 2006** – With four existing Linc Service® Contractors each expanding to new territories through the purchase of a new franchise, the Linc Service Network continues to grow nationally.

The following Linc Service Contractors have expanded by establishing new franchise locations: Temp-Control Mechanical Service Corp. (TCMS) in Longview, Wash.; H.E. Neumann Company in Pittsburgh; Haynes Mechanical Systems, Inc. in Phoenix; and Star Service, Inc. in Houston. These are the newest franchise locations to join 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.

According to TCMS Principal Bill Moore, his main motivation for opening an office in Longview, TCMS' fifth Linc franchise location overall, was simply to get the company closer to its customers. Based in Portland, Ore., TCMS has two other offices statewide – in Salem and Eugene – as well as one in Lacey, Wash.

– more –

## **LINC FIELDS FOUR NEW FRANCHISE LOCATIONS – 2**

Moore says he is currently building a new facility in Longview and that Keith Franke, a multiple winner of the Diamond Award – Linc’s most prestigious sales honor – is now the general manager of the Longview office.

“Longview, Washington, is a growing market with a substantial industrial presence,” said Moore, whose company was recently named the 2005 Linc Service Contractor of the Year. “We feel that having a closer proximity to our customers here will make it easier for us to serve this area in a more timely fashion.”

H.E. Neumann, one of the largest contractors in West Virginia, has enjoyed steady growth since becoming a part of the Linc Service Network in 1993. The Pittsburgh branch is the company’s first franchise location in Pennsylvania and fourth overall, joining the offices in Wheeling, Morgantown and Charleston, W.Va. President Rodney Boniti believes the concentration of business opportunities in western Pennsylvania presents the perfect opportunity for his company to move forward.

“This market has unlimited prospects and an endless potential customer list,” Boniti said. “The diversification of the economy in Western Pennsylvania is something we have not had the opportunity to experience. We feel that we understand the culture, pace, business needs, economy, and people in Pittsburgh, and there are many similarities to our current business strategies.”

Star Service, Inc. is also expanding into a new market in a new state. Building upon its already strong presence in the Linc Service Network, Star Service added its seventh franchise location when it opened the Houston office for business. With multiple Linc Diamond Award winner and newly appointed General Manager Susie McMullan at the helm, Star Service, Inc. – Houston already has begun implementing the Linc System’s operating procedures and tools to service its new customers throughout the surrounding area.

“I think our ability to combine a competitive price with exceptional service will be well received in the Houston market,” said Star Service President Bob Work.

– more –

## **LINC FIELDS FOUR NEW FRANCHISE LOCATIONS – 3**

“In our organization, the customer is always at the top of the food chain, so we will continue servicing our customers as much as possible in order to differentiate ourselves from other service companies.”

Continuing the “new market-new state” trend, Haynes Mechanical Systems, Inc. added its first franchise location in the southwestern US – and fourth overall – when the company purchased an agreement to work in the Phoenix market. Haynes Mechanical President Kraig Haynes, Chief Operating Officer Steve Moss, and Vice President Terry Koenig will oversee operations at the new location until a selling general manager is in place. As Koenig put it, company executives had been looking to expand for some time. So when the availability arose with the Phoenix market, they saw the opportunity as a chance not only for the organization to grow, but also for some of their associates to further their professional development.

“As one of the fastest growing markets in the country, and with an obvious need for air conditioning, Phoenix is a very attractive area in which to expand,” Koenig said. “Many of our current customers also have businesses, or conduct business, in Phoenix. The city blends well with our business strategy for the western US, so we think it’s a great fit.”

The expansions of these existing franchise locations, combined with several other new franchise agreements in the past 10 months, continue to fuel the growth of Linc Network, LLC, as a leading franchising enterprise in the commercial HVAC market. Linc Network, LLC President & CEO Scott Giacobbe points out that the Linc System is a proven method for yielding success now and in the future.

“I think it says a lot about what we have to offer when several franchise locations continue to expand their presence within the Linc Service Network,” Giacobbe said. “This is an exciting period of growth for our organization and many of our customers, too. We’re confident that our business system will continue to serve them well and prove to be an ongoing formula for success.”

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](http://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](http://www.thelincgroup.com).

**###**