



NEWS RELEASE

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LINC SERVICE® NETWORK SEES MORE GROWTH IN SOUTHWESTERN U.S.

PC Automated Controls Puts Total Number of Texas Locations at 14

PITTSBURGH – November 20, 2007 – For the second time in two months, the Linc Service Network has added a new member in the state of Texas.

PC Automated Controls, Inc., an energy management and temperature controls contractor in El Paso, Texas, will begin selling Linc Service® to its commercial customers effective November 1. Last month, Harlingen, Texas-based Central Air & Heating Services (CAHS) also signed a franchise agreement to sell Linc Service.

PC Automated Controls is the fifth Texas-based contractor this year, and 14th 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, PC Automated Controls will use the Linc System® to deliver preventive maintenance – as well as heating, ventilation and air conditioning (HVAC) service and energy solutions – to the commercial market in west Texas and southern New Mexico.

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For PC Automated Controls Principal Daniel Shelton, the selling points were the organizational style and resources that he would have as a member of the Linc Service Network.

“I like the idea of having a definitive way to differentiate our company from the competition, and Linc provides that,” said Shelton. “This is a proven system that’s worked for nearly 30 years, and we’re fired up about using it to seize the many opportunities that lie ahead in our market.”

After opening its doors for business in January 1993, PC Automated Controls has grown into El Paso’s largest controls contractor. Now, as a Linc Service Contractor, Shelton said he’ll have access to more products and services that will help his customers better maintain their equipment and effectively utilize bundled energy solutions (BES). Moreover, PC Automated Controls’ focus on both energy management and the schools vertical market makes the company a great fit for the Linc Service Network. As Shelton put it, “It’s much easier to sell bundled energy solutions to people when they’re pumping gas into their cars at \$3 a gallon. Everyone feels that, and it hits home.”

“Becoming part of the Linc Service Network means that Daniel and his staff will be able to focus on growing their business,” said Linc President & CEO Scott Giacobbe. “We’re excited that they’ve agreed to join us, and we look forward to helping them use the best tools in the industry to ensure their customers’ satisfaction.”

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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