



NEWS RELEASE

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LINC SERVICE® NETWORK MARCHES INTO NATION'S CAPITAL

R.M. Thornton, Inc. to Sell Linc Service® to D.C. & Surrounding Areas

PITTSBURGH – June 12, 2007 – With an eye toward growing its service business, mechanical contractor R.M. Thornton has purchased a Linc Service franchise.

Effective May 1, Capitol Heights, Maryland-based R.M. Thornton, located less than 10 miles from our nation's capital, began delivering Linc Service to customers in southern Maryland, northern Virginia, and Washington D.C. Thornton is Linc's second franchise location in the greater D.C. area – along with a Linc Services, LLC, location – and the sole Linc Service® Contractor in Maryland. The company is now part of the growing, 130⁺-member Linc Service Network spanning 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.

Known primarily for its construction work, Thornton realized it needed to strengthen its service capabilities when its customers began looking for someone to maintain the structures they were building. Faced with either hiring some experienced HVAC service personnel to its staff or joining the Linc Service Network, Thornton chose the latter.

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As Thornton Principal Bob Shaw put it, he was blown away by the operational expertise he saw after meeting with Linc executives prior to purchasing the franchise.

“I’m very impressed with how Linc invests in field operations and business systems, as well as the overall growth of the Network in the last three to four years,” Shaw said. “Everyone is on the same page, and a lot of people are buying in to the Linc System – with good reason.”

Shaw added that he sees a lot of growth potential for Thornton’s new offerings. He’s confident that Linc’s 25+ years of experience in the industry will be extremely valuable in helping the company to accelerate its service business. He believes Thornton can increase its annual run rate from \$1.5 million to \$5 million in the next three years – something that, he says, might take the company much longer without Linc’s guidance.

Celebrating its Diamond Jubilee after 75 years of service, R.M. Thornton is Washington’s oldest mechanical contracting company. Its 175 employees were honored recently with the 2006 National Contractor Insurance Limited’s Highest Risk Control Award. Thornton also received an award for the highest score on the organization’s safety program.

“We’re looking forward to contributing to the strength of Thornton’s sales process with a more structured, uniform approach,” said Linc Network, LLC President & CEO Scott Giacobbe. “By helping the company’s employees be more proactive with regard to selling maintenance agreements, we’ll enable them to capitalize on their tremendous brand name. It’s our goal to facilitate their efforts to diversify from the construction business to the business of selling solutions.”

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’s corporate office is located in Irvine, Calif. Collectively, TLG companies service more than 15,000 facilities in 42 states and select international markets through a professional

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workforce totaling more than 2,400 employees. For more information about TLG and its companies, visit www.thelincgroup.com.

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