

Bulletin: 63-20

TO: All Greenheck Representatives
FROM: Tim Kilgore
President, Greenheck Fan Sales/Marketing - Americas
DATE: December 16, 2020
SUBJECT: Metal Industries Acquisition



Dear Valued Rep Partner:

We are pleased to announce that Greenheck signed a letter of intent to acquire Metal Industries, a leading manufacturer of grilles, registers, diffusers, and air terminal products used in commercial and institutional buildings.

Founded in 1947, Metal Industries is based in Clearwater, Florida and has manufacturing operations in Florida, North Carolina, and Mexico. As indoor air quality continues to increase in importance, this acquisition will enable Greenheck to provide a full package of energy-efficient HVAC products from rooftop heating and cooling equipment to individual area grilles and diffusers. Greenheck always strives to be the easiest company to do business with. The addition of Metal Industries positions us as a trusted, single source supplier, empowering you to better offer your engineering and contractor customers a more comprehensive line of products.

Metal Industries will operate as its own Grilles-Registers-Diffusers (GRD) and Air Terminal Unit (ATU) Business Unit within Greenheck under the current leadership team of Grant Tyson, president, who will report to me, and David Hawkins, chief operating officer, who will report to Dave Kallstrom.

“Greenheck is exactly the type of partner we sought to align with and grow our business,” states Grant Tyson, Metal Industries president. “We are excited to become part of the Greenheck team. Our strong cultural alignment and the complementary product offering in CAPS® will allow our organization to thrive as we move into this new relationship.”

“HVAC manufacturing has seen a great deal of consolidation,” commented David Hawkins, Metal Industries COO. “Our interest in a merger was only with companies that would allow us to grow stronger without losing our sense of identity and Greenheck was the ideal match.”

Upon close of the sale, we will begin offering GRD and ATU products under the Greenheck brand name. Those products are in the process of being added to CAPS® and will be made available in a special release of CAPS® in the coming months.

The acquisition is expected to close in January 2021. We will share further information about this exciting announcement once the transaction is closed.

We thank you, our trusted partners, for your continued support and we look forward to providing you with an even more comprehensive product line to sell.

Tim Kilgore