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10025 Lickinghole Road ▼ Ashland, Virginia 23005

Dear Valued Customers:

I am pleased to announce the acquisition of L.A. Prillaman Company by the Morin Company. We will now operate as Prillaman Systems LLC – A Morin Company effective July 29, 2019.

This is the result of two companies that have partnered together for years. The new company will continue to build on L.A. Prillaman's long history of supporting the commercial HVAC & manufacturing markets in Virginia.

This is, of course, a significant change, but it will come without a significant impact to how you have done business with us over the last 60 years. I am continuing to work with the new team and plan to do so for several years. Steve Horton is still our Sales Engineer in Norfolk while Jim Prillaman & Vann Gordon are continuing Sales Engineering support in Ashland.

Jayda Freibert is a new face to the market even though I've known her for over 12 years. She successfully supported us in applications & sales roles for our plate heat exchanger lines. Last year she transitioned to The Morin Company in preparation for taking over Sales Management of Virginia operations. She is energetic and will work hard to learn how to be a Sales Representative to support your needs. It also helps that she is a Hokie...or hurts...depending on your viewpoint.

So...who is The Morin Company? They are a long-time industry leader in Maryland, Central Pennsylvania, the District of Columbia, and northern Virginia. Morin has represented BAC since 1966 and been in business for 53 years. Along with new equipment – Morin has a very active aftermarket sales division managed by Chris Healey & a growing cooling tower service division managed by Mike Morin. They recognize the long-term presence of Prillaman in Virginia and honor that with the updated company name.

As always – if there are any concerns please continue to call us at (804)798-1455.

Sincerely,

Joe Prillaman