

## Takeover of a Specialist in Mixing Valve Actuators

## Expansion of the product range

Belimo Automation AG, the world leader in the area of damper actuation in ventilation and air-conditioning systems, takes over Lineg S.A., a company specializing in the development, manufacture, and sales of mixing valve actuators as of December 1, 1997. This niche supplier located in Bassins (VD) has budgeted sales of about CHF 2.2 million for 1997.

By purchasing Lineg and integrating it as a wholly-owned subsidiary, Belimo is rounding off its activitites in closely related areas of application - as announced at the annual media conference on the results of 1996 in the spring of this year. Lineg was incorporated in 1994 and develops, produces, and sells electrical valve actuators for heating systems, so-called mixing valve actuators, which are used in the area of hot and cold water systems.

In its few years of existence, Lineg became the market leader in its niche market, namely the motorization of slipper valves. Its products are based on the same technology as Belimo damper actuators and offer convincing, simple, technologically innovative solutions. They provide a maximum of benefits at a fair price to the customer. Belimo is taking over all workers and employees at the Bassins location and plans to expand production in the French-speaking part of Switzerland. Since the product lines of the two companies cover the same market segments - ventilation/air-conditioning -, sales activities will be merged with the decentralized Belimo sales organization in the medium-term. Actuators for mixing valves will thus gain access to a substantially larger distribution network.



Belimo is represented in more than 40 countries and employs about 400 workers and employees throughout the group, more than 280 of them in Switzerland. In the first half of 1997, the corporation increased its consolidated sales to CHF 69.4 million. The operating result reached CHF 13.1 million. For the year as a whole, Belimo expects a currency-adjusted growth in sales and profits in conformity with the budget.

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