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## Acquisition of Hart & Cooley

Tomkins plc is pleased to announce that it has acquired the assets of Hart & Cooley, a private US company, for approximately \$320 million (£199 million) in cash. The transaction has already received appropriate US regulatory approval.

Hart & Cooley is the leading US producer of grilles, registers and diffusers used in residential and light commercial applications, and through Penn Ventilator, it also manufactures fans and blowers for commercial and industrial applications. The business complements Air System Components, Lau and Ruskin, Tomkins existing North American air handling operations, which already occupy leading positions in the commercial and industrial markets.

The operations purchased have 2,700 employees, with nine manufacturing facilities in the US and one in Canada. Hart & Cooley's sales for the year to 31 December 1999 are estimated at \$330 million (£205 million).

Under US Generally Accepted Accounting Principles, Hart & Cooley's estimated earned operating income for the year to 31 December 1999 will be \$34.6 million (£21.5 million), after adjusting for non-trading and one-off items and before goodwill amortisation. As at end October 1999 net tangible assets to be acquired were approximately \$76 million (£47.2 million).

Greg Hutchings, Tomkins' Executive Chairman, said: "Tomkins strategy is predicated on building leading positions in selected markets in which we can generate growth. We have identified air distribution as offering a major national and international expansion opportunity.

Hart & Cooley is an excellent acquisition for Tomkins. We already have a well-established presence in air distribution in the US and the addition of Hart & Cooley demonstrates our commitment to that market. The purchase creates a focused air distribution business with annual sales in excess of \$684 million (£425 million) and enables us to offer customers a much broader range of products, packages and systems coupled with enhanced service levels. It also creates a sound base for overseas expansion."

Currency translates at £1 = \$1.61