

Precision Electric Motor Sales and Packard, Inc. Unite Creating a Premier Master Distributor Powerhouse
A Combination That Creates Unparalleled Portfolio of Products and Distribution Centers

October 15, 2015

Owosso, MI and Kennesaw, GA: Precision Electric Motor Sales, a leading master distributor in electric motor sales and Packard Inc., a leading master distributor of full-line HVACR solutions, are pleased to announce the successful merger of the two companies.

The combined organization, The Precision Group, Inc., creates the only Premier Master Distributor in the United States with the ability to support customers' growth by satisfying their needs with an unprecedented and diverse portfolio of electric motors and critical components to serve the commercial, industrial, HVACR, MRO and Appliance Parts markets. With a network of nationwide full service distribution centers, the newly combined company creates an opportunity for synergies which will result in the highest level of service to the market.

Executive Team:

The Precision Group, headquartered in Owosso, MI, has a highly experienced management team comprised of executives from Precision and Packard. Steve Olmsted will lead The Precision Group as Chief Executive Officer, and Susan Kirkland will serve as President. Tom Campbell, the current CEO of Packard, will continue to have an active role in the new company and serve as Senior Advisor.

"This partnership is a blending of two outstanding companies that will enable us to create a powerful force in the industry as the Premier Master Distributor", says Steve Olmsted. "Our strong portfolio of vendors coupled with unmatched local inventory and exceptional customer support will make The Precision Group the one source for unequalled service, selection and satisfaction. In the coming months, we will work to deliver these benefits to our customers while enhancing career opportunities for our employees."

"After months of planning, we are excited to realize our shared vision of creating a company that combines the best of both worlds for our customers and an exciting place for our employees to grow and thrive," says Susan Kirkland. "This is a combination of two family companies, and we remain committed to making our customers and employees feel like part of our family. As we navigate through all the details of integrating the two companies, the success and security of our customers and employees is our main priority." **Next Steps:** The Precision Group's immediate focus is on integrating the two businesses and establishing a new organizational structure while maintaining an outward focus on customers and their markets, thereby continuing the strong commitment to exceptional customer service.

With corporate headquarters located in Owosso, MI, The Precision Group will have five full-line distribution centers in Georgia, Indiana, Connecticut, Kansas, and the West Coast, along with additional strategically placed warehouses across the country that will focus on same-day shipping, local will call, and delivery. The Precision Group's goal is to provide 24 to 48 hour shipping service to 48 states by October 2016.

Additional Materials:

- [Customer Announcement](#)
- [FAQ](#)

About Precision Electric Motor Sales:

Precision Electric Motor Sales (PEMS) was established by Don Olmsted in 1975 as a Michigan regional master distributor for Universal Electric Motors. In 1982 Steve joined his father at PEMS and became sole owner in 2005. Recognizing the need for expanded electric motor lines and distribution in other states, Steve began to transition the company to a national footprint. PEMS now has 12 distribution centers throughout the country and carries all major electric motor lines. PEMS provides its customers with exceptional customer service through its network of highly trained technical support staff, unmatched cross referencing system, strategically placed inventory, and same day shipping.

About Packard:

Founded in Lima, Ohio in 1959, under the leadership of Albert Taft, Packard Inc. stepped into the HVAC industry as a reliable source for surplus electric motors. In 1984 Tom Campbell took ownership of the company and transformed the business into a full line master distributor of HVACR solutions for manufacturers all over the world. Its extensive history with the strongest domestic suppliers and vast experience with global sourcing, allows the company to bring wholesalers the most innovative and highest quality products available. Packard's brand offering includes top industry names, as well as its own exclusive private-label lines. Packard is known industry-wide for its unyielding dedication to providing superior customer service and vast product selection.

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