



For Immediate Release

JB Industries Completes Acquisition of C&D Valve

Aurora, Illinois (November 8, 2019) – JB Industries, a premier manufacturer of American made HVAC/R tools and equipment,

JB Industries (JB), a leading US manufacturer of HVAC/R tools and accessories founded in 1967 in Aurora, IL, completed its acquisition of C&D Valve (C&D) based in Oklahoma City, OK. Both companies and their brands are expected to perform “business as usual” and continue to operate independently. The benefit to wholesalers and customers is a more expansive line of premier HVAC/R products and excellence in customer service.

C&D was founded in 1967 and is a US manufacturer of high-quality valves, locking refrigerant caps, fittings and tools. Also, in 2017, C&D launched the TekEdge line of vacuum pumps, scales and leak detection products.

“The merging of our two companies and brands not only creates manufacturing synergy but brings two companies together who share core values. Our combined beliefs of best-in-class manufacturing, on-time delivery of high-quality products, ease of doing business, and durable core products means continued rugged and reliable products to our end users. Both facilities take pride in being headquartered in the USA, which makes JB & C&D even more of a perfect combination.” - Lance Gill, President, C&D Valve

JB Industries and C&D Valve have established a 50 year plus track record of industry-leading design, expertise, innovation and manufacturing, providing its customers with quality products that they trust and rely on. The strategic acquisition of these companies brings together resources and experience to work closely with customers and OEMs to help identify and develop new HVAC tools, valves and fittings to meet unique and demanding requirements.

“We continuously seek ways to improve our product offering to satisfy the needs of our wholesale customers. The addition of the C&D brand is another step to improve and expand our product portfolio. Our new line-up provides our wholesale customers and end users the most robust offering in the industry. Our excellence in customer support and service is what our customers have come to expect from both companies.” - Jeff Cherif, President, JB Industries, Inc.

About JB Industries

JB Industries is the premier manufacturer of American made HVAC/R products. For over 50 years, JB has been committed to manufacturing products of the highest quality while providing exceptional customer service. JB products have proudly been made in America since its inception in 1967, with “Made in America” an essential part of the company’s philosophy. To learn more about JB’s dependable products and company history, call 800.323.0811 or visit www.jbind.com.



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To learn more about C&D's products, visit www.cdvalve.com or contact: C&D Customer Service
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Frequently Asked Questions

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Why was JB attracted to C&D to the point of acquisition?

JB and C&D brands have similarities not only in their history as trusted manufacturers of high-quality American Made products, but a shared passion for innovative products and best-in-class customer service. This combination leverages manufacturing and engineering capabilities, provides a broader portfolio and maximizes distribution to our wholesaler partners.

When was the acquisition finalized?

In general, acquisitions are a lengthy process. The purchase was finalized in early November 2019. The terms of the deal will remain confidential between the two ownership groups.

Is JB going to move the manufacturing of C&D product?

The primary reasons for this transaction is to realize cost synergies and efficiencies from both company's engineering and supply chain processes. Both teams will work together and identify where various products will be manufactured.

What happens to JB and C&D employees?

Companies and their employees will remain status quo.

How will this impact day-to-day business and ordering?

There's no impact in the day-to-day process of ordering, quoting, freight, shipping, or customer service at each company.

Will either of the brands change or merge?

Both JB and C&D brands will continue as they have for 50 plus years. In 2017, C&D successfully launched the TekEdge brand. The TekEdge brand will remain unaffected by the acquisition. Both brands have a loyal following and are synonymous with high-quality American Made products.

Will C&D Valve's Name Change?

Both companies will remain independent as well as their corresponding brands

Can JB ship C&D product directly

At this time, shipments will continue to ship from separate locations. The goal is to be able to ship both brands from JB Distribution Center.

Who will be my rep for C&D?

JB and C&D manufacturing representatives will be the same with one exception. An expected outcome of this transaction is for customers to have one contact point for both companies from a manufacturing representative perspective. Support via training, counter activity, and pump days will have the same representative for both brands. JB factory sales team will also be providing support for both brands.

Who will be my point of contact?

Your current point of contact will not be changed. Field questions can be directed to your current representative. Please find the attached representative contact list and map. Both companies will continue helping customers through their own Customer Service and Technical Support departments.

Can I place one order for JB and C&D?

Orders will be placed separately and directly to each company.

Will my terms change?

No changes at this time as PO's will be placed directly to each company no different than today.

How about freight? Can I order an equivalent product from JB at the same freight?

No changes at this time as PO's will be placed directly to each company no different than today.

Does my rebate program now take into account both companies' volumes?

Discussions for the rebate program are ongoing with individual buying groups.

Will C&D be in the same buying groups as JB?

Both companies are in discussions and have not been determined.

What is the new ownership structure?

JB ownership becomes the majority owner of C&D.

Who is in charge now?

Jeff Cherif, President of JB Industries and Lance Gill President of C&D Valve will remain as acting presidents of their companies.

What do I do if someone from the media contacts me?

For any JB Industries related questions, please contact Andrea Gasca Davis, Director of Marketing Industries, andrea@jbind.com.

For any C&D Valve related questions, please contact Lance Gill President of C&D Valve at lgill@cdvalve.com