

Hooper Corporation Acquires Premier Energy Services

A 'Natural' Play

As the utility industry evolves to offer electric and natural gas to customers, Hooper Corporation makes “natural” industry play.

- Madison, WI-based Hooper Corporation has acquired Premier Energy Services, a leading provider of natural gas distribution construction, maintenance and engineering services in Ohio, Kentucky, and Indiana.
- Hooper installs and maintains overhead and underground high voltage transmission and distribution lines, construction and maintenance of substations, professional tree trimming, and emergency storm response. Hooper also has mechanical/plumbing and HVAC business units.
- Both Hooper and Premier share a common commitment to safety, quality, responsiveness, and cost, to build and maintain the infrastructure that enables utilities to confidently deliver cost-effective, reliable and efficient energy delivery services to homes and businesses throughout the US.
- Premier is an ideal match with Hooper because it also works with energy delivery utilities and its natural gas distribution services complement Hooper’s existing product offering with electric power.

Evolving with Public Utilities

With natural gas-fired power plants and upgrading natural gas pipelines on the rise, public utilities want more quality-focused, integrated service providers.

- Currently, there are more than 2.4 million miles of natural gas pipeline infrastructure in the US that supplies 177 million Americans with natural gas. Natural gas utilities spend more than \$19 billion annually to help enhance the safety of the natural gas distribution system and to upgrade and expand service. **(Council of State Governments)**
- Hooper anticipates Premier to drive growth for the company and will be investing in the people and infrastructure to leverage the increasing demand for natural gas distribution services.
- Many energy delivery utilities offer both electric and natural gas services, so the acquisition now positions Hooper as a stronger, evolving, more integrated and diversified service provider to these utilities.

Hooper Corporation Acquires Premier Energy Services Key Messages (page 2)

Building a Growth Engine

Premier Energy will be operated as a separate business of Hooper's Electric Power Division, and the current leadership team will remain in place.

- John Stenger will remain president of Premier.
- Premier has offices in Cincinnati and Dayton, OH.
- Hooper is assembling a team to integrate Premier seamlessly into Hooper's operations.
- Premier and Hooper plan for a disciplined approach to identify cross-marketing opportunities with existing customers, focusing on utilities that require quality installation and maintenance services completed safely, on-time and on-budget.
- Hooper anticipates hiring additional workers and staff as demand increases for Premier's natural gas distribution services.

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