

FAQ



Emerson Impact Partner



Emerson Impact Partner

Northeast Controls is merging with NECI

Northeast Controls has agreed to merge with NECI, the Emerson Impact Partner serving the New England states, through an acquisition to be completed at the end of August 2021.

The synergies resulting from this union are compelling and will result in value creation for customers, employees, and partners. NECI's strong life sciences and energy focus, services delivery channel and digital expertise, together with Northeast Controls' quality management infrastructure, OEM expertise, and strong application engineering capabilities will be leveraged to deliver superior outcomes for customers across the Northeast. Our two companies have already been working together over the past two years, having jointly developed and launched NYNE Mechanical and a shared Services and Reliability Center of Excellence. The best part about this union is the lack of change – Northeast Controls customers will enjoy all of the benefits of being served by a larger and more diverse combined organization, while enjoying a seamless and low-change transition. Please see below for answers to questions you may have and feel free to contact your account or relationship management manager at Northeast Controls if you have any additional questions.

General Information

Q When is the merger between NECI and Northeast Controls effective?

A The planned close date of the merger is August 31, 2021.

Q Will Northeast Controls be known as NECI?

A Yes, Northeast Controls has filed a dba registration in the state of New York to use the trade name "NECI" that will be activated after the close. The legal entity Northeast Controls, Inc. will not otherwise change; therefore, there is no impact on customer agreements, employee status and other contracts. The merger will be seamless and non-disruptive.

Q Is NECI an Emerson Impact Partner like Northeast Controls?

A Yes, NECI is an Emerson Impact Partner. NECI was founded in 1966 and is committed to delivering the breadth of Emerson's products, services and solutions to customers throughout the newly consolidated geography.

Q Will the current website address change?

A **Northeast Controls current website** (www.northeastcontrols.com) will remain in place as its content is merged over time into NECI's website (www.neci.com). You can also visit www.NYNEmechanical.com to learn more about our jointly offered single source solution for all plant maintenance and optimization.

Q Can I submit a purchase order addressed to Northeast Controls after the close?

A Yes, it is business as usual, and your purchase orders can continue to be addressed to Northeast Controls

Q Where should I send new purchase orders?

A Please send all purchase orders to the same Northeast Controls contact point you are familiar with from previous activity.

Q Are my supplier and service agreements with Emerson still valid?

A Yes, all agreements with Emerson remain unchanged.

Q Are my supplier agreements, service agreements, and warranties with Northeast Controls still valid?

A Yes, all contractual arrangements between customers and Northeast Controls remain unchanged.

Sales & Supplier Information

Q Do I need to update supplier information in my business system due to this merger?

A No updates are needed. Northeast Controls' legal entity will continue to operate as it has before the transaction, and we are working to make this transaction as seamless as possible for our customers, employees and partners.

Q I currently conduct business with Northeast Controls using an EDI portal (Ariba, etc). Will this change?

A There will be no changes in the way we conduct business, including the above-mentioned portals.

Q What happens to my purchase orders that are currently in process?

A You do not need to take any additional action with purchase orders that have been submitted to Northeast Controls that are in process. They will be satisfied in the normal course of business.

Q Who should I contact if I have a question about my order?

A There will be no change in contact information in this regard. Northeast Controls account teams can be reached at (518) 664-6600.

Q Will quotes I received from Northeast Controls still be honored?

A Yes. All valid Northeast Controls quotations will be honored. Please reach out to your current sales team with any questions.

Q Will my pricing change?

A It is business as usual. Please contact your current sales team with any questions.

Q Where should I send new Requests for Quote?

A Please contact your current Northeast Controls inside or outside salesperson directly.

Q Will I still be able to reach out to my Northeast Controls inside and outside sales contacts?

A Yes, your inside sales (application engineers) & outside sales contacts will remain the same! Same people, same e-mail address and phone numbers. Eventually we will move to unified NECI email addresses and you will receive notification of the changeover at that time.

Q Who do I contact if I have a question regarding invoice, payment, or credit?

A There will be no change in contact information in this regard. Northeast Controls accounting team will still be available to assist you in any way.

Products & Inventory

Q Will there be disruptions of any kind?

A No, there will be no interruption of business.

Q Will I still be able to get all the same products and services provided by Northeast Controls?

A Yes! Not only will you be able to receive the same products & services, the combined organization will expand your options to services currently offered by both entities.

Q Will local inventory and services still be available?

A Yes! Inventory, services, capabilities and more will only increase by merging the two companies

“The merger will allow for additional investment in continuing to meet customers’ needs for many years to come. I could not imagine two companies that fit together better than NECI and NCI.”

- Tom Ramundo, NECI President

“Together, the combined organization will provide the required critical mass for a truly unique opportunity in the Northeast regional market and will increase speed and enhance value for our customers.”

- David Rizzo, Northeast Controls President