

A SUPPLEMENT TO
BUSINESS FIRST



30 R.L. Craig Co. Inc.

11524 COMMONWEALTH DRIVE • LOUISVILLE, KY. 40299 • (502) 244-1600

Company description:

Supplies heating, ventilating and related equipment for commercial, industrial and agricultural applications.

How has your company been able to grow in this challenging economy? What's its strength?

"A few years ago, we took an honest look at our strengths and weaknesses. Although the company was growing a little each year, we decided we could do better." Before the economy slowed, several "time-consuming and financially demanding changes" were made to improve customer service and product offerings. "Our customers responded favorably."



What's a little-known fact about your company?

"We were given the Greenheck Top Gun award in 2008, which recognizes marketing and sales achievement." Greenheck is among the largest manufacturers in the United States of commercial and industrial exhaust fans and related products.

What keeps you up at night?

"The excitement of a new plan, new goals, a new list of things to do, development of a new product and discovery of opportunity."

What's your news?

In February, the majority stock holder, D.L. Trentham, sold a significant amount of company shares to Matt Trentham and Shane Leavell, vice president, setting the stage "for the next generation of owners to operate the company." |

ABOUT THE COMPANY

Founded locally: 1955
Employees: 15
Web site: www.rlcraigco.com

MATT TRENTHAM
PRESIDENT



Fast 50

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SOUTH BEND, INDIANA

October 30, 2009

R.L. Craig Company, Inc.

Serving Industry Since 1955

30 October 2009