

# DN Tanks

## DYK Incorporated and Natgun Corporation Announce Merger

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### Frequently asked Questions

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➤ **Why are the two companies merging?**

- *Natgun and DYK are two highly respected companies who design and construct prestressed concrete liquid storage tanks serving the water, waste-water, and environmental industries. There are many similarities between our companies, including company values, strong industry reputations, priority for customer satisfaction, superior quality, and talented employees.*
- *The leaders of Natgun and DYK recognized the opportunities of the merger; to leverage the strengths and resources of both companies providing the best value to our clients. The company leaders also recognized greater long-term opportunities for its employees.*

➤ **Will Natgun and DYK continue to exist?**

- *Yes, for the immediate future, both companies will continue to operate as divisions of the newly formed DN Tanks. As the integration process evolves, the two will become a single operating company, DN Tanks.*

➤ **Who will run the new company?**

- *As part of the formation of the parent company DN Tanks, a four member Board of Directors was established. The Board is comprised of two members from Natgun, Charles Crowley and Bill Crowley, and two members from DYK, Bill Hendrickson and Dave Gourley.*
- *Charles Crowley and Bill Hendrickson will serve as Co-CEO's of DN Tanks. Senior Managers from both organizations will be part of the DN Tanks leadership team.*
- *DN Tanks is a true 50/50 merger resulting in a debt-free privately held company.*

➤ **Will any jobs be eliminated as a result of the merger?**

- *No positions will be eliminated as a result of the merger. The integration process will provide new opportunities for many current DYK and Natgun employees to enhance their careers within the new organization. The merger also positions DN Tanks to attract additional talented professionals within the industry.*

➤ **What type of tank will DN Tanks construct?**

- *The decision as to what type of prestressed concrete tank is constructed for each project will be driven by customer preference.*
- *DYK and Natgun specialize in AWWA D110, Type I and Type III tanks. Both products are recognized for assured long-term performance.*
- *With the extensive experience brought to the industry by this merger, DN Tanks will be positioned to offer its customers any type of AWWA D110 tank, and ultimately to provide the best value for each project.*

➤ **Will changes be necessary for projects designed and ready to bid?**

- *No, for most projects, changes should not be necessary and they should proceed to bidding as specified. If a review of project requirements results in a value-engineering suggestion due to the combined resources of Natgun and DYK, we will present appropriate recommendations for consideration, and assist with modifications.*

- **Will DYK and Natgun bid on the same projects?**
  - *In certain instances, where alternative types of prestressed concrete tanks are specified, the circumstances may result in bids or proposals from both companies as tank subcontractors.*
  - *The two companies will work together, sharing resources to provide the owner the most cost-effective solution and the best value for their storage needs. The formation of DN Tanks will provide enhanced ability to compete with other tank types.*
  
- **Who will my sales representative be? Will there be any changes?**
  - *Initially, your contacts will not change. The same Natgun and DYK sales people will be actively involved with tank projects in their respective areas. As the company integration process continues, some territorial realignment may occur, to provide expanded sales coverage and to better client services.*
  
- **What geographical areas will the company serve?**
  - *As divisions of DN Tanks, DYK and Natgun will continue to promote, and construct prestressed concrete tanks in the geographic areas of the U.S. currently served by both companies. The company will also continue to develop tank business internationally.*
  
- **What changes can owners and engineers expect for projects currently under contract?**
  - *There will be no changes for any projects currently under contract by either company, in engineering, field personnel, scheduling, or project administration.*

➤ **Where do I go for information about the companies, the merger and about DN Tanks?**

- *A new website has been created, [dntanks.com](http://dntanks.com). At that site, visitors can view the newly released web video which presents and explains the basis for the merger, as well as the vision for DN Tanks. The web site also presents the recent Press Release as well as these “Frequently Asked Questions”. Links to DYK ([dyk.com](http://dyk.com)) and Natgun ([natgun.com](http://natgun.com)) are available, to access additional information regarding prestressed concrete tanks offered by both companies.*
  
- *Inquiries are welcomed at either company for additional information. Clients are invited to communicate with their current company contacts at any time.*
  
- *Telephone or email inquiries can also be made with:*
  - *Tom Christie, Vice President-Sales/Natgun*
    - *972-823-3300*
    - *[tchristie@natgun.com](mailto:tchristie@natgun.com)*
  
  - *Galit Ryan, Vice President, Sales and Marketing/DYK*
    - *619-440-8181*
    - *[galit@dyk.com](mailto:galit@dyk.com)*
  
  - *Christopher Hodgson, Vice President-Marketing/Natgun*
    - *781-246-1133*
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