

CRISTAL

PRESS RELEASE

For immediate release

Cristal Controls and Gentec have consented to an unprecedented agreement that will enable Cristal Controls to acquire the lighting control line Kameleon from Gentec.

Cristal Controls will become, therefore, the only 100% Canadian commercial lighting control system manufacturing company.

Quebec City, June 10, 2019 – Jacques Beauchesne, President, and Richard Renaud, Vice President of operations of Cristal Controls are pleased to announce that this acquisition will enable the company to increase their presence in Canada and the United States, by consolidating Cristal Controls and Gentec agents in these two countries. The combination of their products will allow Cristal Controls to offer a complete range of products to their customers. In return, Gentec will support Cristal Controls with their sophisticated robotic equipment for design and manufacturing.

Cristal Controls offers a range of lighting control and energy management solutions for almost 30 years. The company was acquired by Mr. Beauchesne and Mr. Renaud in 2015.

“This agreement will allow us to increase our market shares in Canada and the United States and consequently exceed the sales objectives that have been set during the acquisition” says Mr. Beauchesne. The integration of the Kameleon product line with Cristal Control’s current product mix will enable the grouping of technologies and thus reduce the research and development time of certain products.

“It is thanks to the competence of our current team that we decided to initiate this acquisition, without their expertise and their implications, it would have been practically impossible for us to take this turn” mentions Mr. Renaud.

Solutions
énergétiques
éclairées

Smart
Energy
Solutions

2025, rue Lavoisier, #135
Québec (Québec) G1N 4L6
T.418 681-9590 · 1 800 681-9590
F.418 681-7393
info@cristalcontrols.com
cristalcontrols.com

CRISTAL

As a matter of fact, this agreement will allow Cristal Controls to almost double its sales revenue in lighting control.

Our partners:

We would like to thank our partners for their commitments and generosity: the Caisse Desjardins de Québec, the Fonds de Solidarité FTQ and KPMG.

-30-

For more information please contact:

Cristal Controls

Jacques Beauchesne

418-688-9590 # 263

jbeauchesne@cristalcontrols.com

Gentec

François Giroux,

418-651-8000

fg@gentec.ca

Solutions
énergétiques
éclairées

Smart
Energy
Solutions

2025, rue Lavoisier, #135
Québec (Québec) G1N 4L6
T.418 681-9590 · 1 800 681-9590
F.418 681-7393
info@cristalcontrols.com
cristalcontrols.com