



## **A. O. Smith Names Heinrich President of Electrical Products Company**

MILWAUKEE, June 1 /PRNewswire/ -- A. O. Smith Corporation (NYSE: AOS) today announced the promotion of Donald M. Heinrich as president of its Electrical Products Company.

Heinrich, 48, replaces John A. Bertrand who announced plans to retire at the end of the year after more than 38 years with the company.

"This is a very dynamic time in the history of A. O. Smith Electrical Products Company as we complete the integration of our new operations and look at ways of further expanding the global reach of the business," Chairman and Chief Executive Officer Robert J. O'Toole, pointed out.

"We chose a mid-year time frame for this announcement to allow for a smooth transition of responsibilities during this important period for our motor business," O'Toole added.

As president, Heinrich will assume full profit and loss responsibility for the Tipp City, Ohio-based company which reported 2000 sales of \$902 million. A. O. Smith's largest operating unit, Electrical Products Company manufactures a comprehensive line of fractional horsepower, hermetic, and integral horsepower A/C and D/C electric motors. The organization employs approximately 11,000 people at plants in the United States, Mexico, Ireland, England, and Hungary.

Heinrich brings extensive experience in strategic planning, business development, finance, and executive management to his new position. He joined Electrical Products Company in January 2000 as senior vice president-operations. In that position, he led the effort to integrate the newly acquired MagneTek Motors into A. O. Smith's existing motor operations.

From 1997 until 2000, Heinrich was president of Smith Fiberglass Products Company, a former division of the corporation that manufactured fiberglass pipe and fittings.

Heinrich joined A. O. Smith as vice president-business development in 1992. His responsibilities included directing the corporation's strategic planning processes and managing acquisitions activities. In that position, he was extensively involved in A. O. Smith's 1997 acquisition of the UPPCO subfractional horsepower motors business and the 1998 acquisition of GE's domestic compressor motor business.

Heinrich began his career as a financial analyst with Amoco Oil Company, then spent 14 years in the investment banking industry. Most recently, he was with Shearson Lehman Brothers as a senior vice president.

Heinrich earned a bachelor's degree in economics and an MBA from the University of Chicago.

Bertrand, 63, was named president of A. O. Smith Electrical Products Company in 1990 and was elected a senior vice president of the corporation in October 1999. He held a wide range of management positions during his 38-year career with A. O. Smith. He helped launch the company's Irish operation and was named its first managing director in 1976. In 1981, he was appointed president of the company's former Sterling Electric subsidiary.