



Hoffman & Hoffman Acquires Assets of Heat Transfer Sales of the Carolinas
Manufacturer's Rep Increases Reach and Resources in the Carolinas

(Greensboro, NC—February 20, 2019) Hoffman & Hoffman, Inc. announced today that its wholly-owned subsidiary Hoffman Acquisition, LLC has acquired the assets of Heat Transfer Sales of the Carolinas, Inc. (HTS, www.heattransfersales.com), a manufacturer's representative also headquartered in Greensboro, NC. The acquisition increases the Hoffman product line offerings in NC and SC, which now employ about 445 people in NC, SC, VA and TN. Both companies specialize in commercial HVAC and engineered plumbing equipment in a variety of vertical markets.

"We're thrilled to add the resources and expertise that Heat Transfer Sales brings to the table," said Rusty Hoffman, CEO of Hoffman and Hoffman, Inc. "It's imperative that we offer our customers the very best solutions that meet their application needs. By bringing the talent and the manufacturing partners that HTS has cultivated through the years, we can expand our reach in the Carolinas and improve our offerings to our customer base."

"I have been lucky enough to share almost 30 years of my HTS career with wonderful people," said Jeff Vestal, president of HTS. "As president, there are four main groups I serve: the employees, the customers we support, the manufacturers we represent, and my family. Joining the Hoffman team of companies offers to HTS the perfect balance for these four groups as we plan for the future. I am so excited for everyone; the future is bright!"

The Hoffman subsidiary, now doing business as Heat Transfer Sales, acquired the assets of the 48-year-old company on Friday and plans to transition combined operations over a period of several months. The addition of Heat Transfer Sales gives Hoffman the ability to manufacture pre-fab units for mechanical rooms, incorporate hydronic equipment into their product lines, and add additional sales engineer consultant expertise.

About Hoffman & Hoffman, Inc.

Hoffman & Hoffman, Inc. has represented quality manufacturers of heating, ventilation, filtration, and air conditioning equipment since 1947. The company has extensive expertise in complete systems from central plant centrifugal water chillers to ventilation systems, package pumping systems, and digital building controls. The Hoffman Companies offer start-up service, technical assistance and service agreements as well as a large inventory of replacement parts. They have experience in sustainable building initiatives and evaluating facilities and systems through certification with the Association of Energy Engineers. For additional information, please visit www.hoffman-hoffman.com.

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