JTW
ADVISORS

JTW advises Advanced Cooling & Heating on Sale to Seacoast Service Partners

JTW Mandate: **M&A Sell-Side**

Client: **Advanced Cooling & Heating**
Client Type: **Private Company**
Industry: **HVAC**
MSA: **Palm Beach & Martin Counties, FL**

Counterparty: **Seacoast Service Partners**
Counterparty Type: **PE-Backed Platform**
PE Sponsor: **White Wolf Capital Group**

Deal Type: **Bolt-On Sale**
Deal Size: **Confidential**
Date Closed: **August 2024**

“We are proud to have represented Advanced Cooling & Heating in this transaction. Finding the right buyer—one who shares the seller’s values and vision—is what distinguishes a good outcome from a great one. This deal reflects that philosophy.

Chris Jasinski
CEO of JTW Advisors

CLIENT PROFILE

Founded in 1996, Advanced Cooling & Heating (ACH) was a residential HVAC service provider specializing in system replacement, installation, repair, and maintenance across Palm Beach and Martin Counties, FL. The company built a strong regional customer base and long-term relationships throughout its service footprint and is recognized for high-quality service delivery and customer care.

OBJECTIVES

The owners sought a strategic buyer able to support operational growth while preserving the company’s reputation and service standards. They aimed to secure a partner experienced in home services consolidation—one who understood not just the financials of the business, but the people, the culture, and the vision the owners had built over years of dedicated service.

PROCESS

JTW Advisors developed tailored marketing materials highlighting ACH's service capabilities, customer loyalty, and long-standing relationships. We engaged a targeted group of strategic acquirers, drove a competitive process, and managed diligence while maintaining confidentiality and business continuity.

Beyond maximizing value, JTW focused on identifying the right long-term partner. We evaluated each buyer based on strategic fit, cultural alignment, and their approach to integrating employees, operations, and customer relationships. By thoroughly assessing each acquirer's acquisition history and operating philosophy, JTW helped ensure ACH's owners could move forward with confidence that their employees, customers, and legacy would be well cared for.

OUTCOME

Seacoast Service Partners was selected as the buyer—not solely on the strength of their offer, but because they represented the best overall fit across every dimension JTW evaluated. Their sector focus, operational infrastructure, and collaborative integration approach aligned directly with what ACH’s owners had envisioned for the business’s future. The acquisition enhanced Seacoast’s regional service platform and provided meaningful growth opportunities for ACH’s employees within a larger, mission-aligned organization. The transaction represented Seacoast Service Partners’ fifth acquisition, marking ACH as a key addition to the platform’s expanding Florida footprint.