



## DEAL SNAPSHOT

## Building Value For our client

**Heritage Capital Group**, is pleased to announce that its client **Soler & Palau (S&P USA)** has acquired certain operating companies of **United Enertech Holdings (UEH)**, including Air Conditioning Products, LLC; Air Performance, LLC; Metal Form Manufacturing, LLC; and United Enertech Corp.

**S&P USA**, based in Jacksonville, Florida, is a global leader in ventilation solutions, specializing in designing and manufacturing ventilation products for commercial, industrial, and residential applications. Its innovative air movement technologies and systems ensure efficient and effective ventilation, improving indoor air quality and comfort across various environments. S&P USA's ventilation products range from innovative, quiet, and reliable residential fans to large, high-capacity exhaust systems for commercial applications.

**UEH** is a leading manufacturer of air distribution and ventilation products, serving the HVAC industry with high-quality dampers, louvers, and diffusers. Its expertise lies in providing innovative solutions that enhance airflow control, energy efficiency, and building aesthetics in commercial and industrial settings. UEH is headquartered in Chattanooga, TN, and has operating locations in Romulus, MI; Phoenix, AZ; and Hartford, AL.

Heritage served as the exclusive financial advisor to S&P USA. The deal team was led by **Alex Kellison** and included **Bill Sorenson, Joe Hawkins, Don Wiggins, Mary Frosio, Robert Cilek, and Bobby Ward**.

The terms of the transaction were not disclosed.



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The United Enertech team's air control and product knowledge combined with S&P's mechanical ventilation product portfolio will provide our customers with an ideal single source ventilation system solution.

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**Eugene Scotcher**

**Soler & Palau Ventilation Group's North American  
Divisional Managing Director**

# HERITAGE CAPITAL GROUP

With over 47 years experience in M&A transactions, Heritage Capital Group was able to maximize the value of the deal through meticulous management of the acquisition process. Heritage acted as sole advisor to the seller in the preparation of the sale process and due diligence, the approach and negotiations with potential buyers.

## EXPERIENCE. EXPERTISE. RESULTS.

**Heritage Capital Group** is a highly respected and trusted investment banking and advisory firm with local and global reach. For more than 47 years, we have provided transactional and advisory expertise across key industries to our clients.

We work to ensure that your many years of hard work and vision come to fruition. Our team of experts can help guide you through a wide range of scenarios including:

- Selling a company
- Buying a company
- Mergers
- Divestiture of corporate assets or divisions
- Raising debt or equity
- Exit planning
- Value enhancement
- Process improvement
- Restructuring or reorganizing

With our extensive industry and deal experience, we can work with you to help build and maximize your transaction value. You will benefit from the global resources Heritage provides through our leadership position in Oaklins, an international organization focused on the middle market with offices worldwide. With these resources, Heritage is able to leverage global contacts, industry expertise, and transaction experience to achieve exceptional results for you. We offer complete discretion and skilled and methodical negotiations to give you the competitive edge that is essential in today's highly competitive business environment.

## CONTACT DEAL TEAM



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Heritage Capital Group is a merger and acquisition advisory firm with offices in Jacksonville, Florida and Savannah, Georgia. Heritage is a member of FINRA/SIPC and Oaklins, the world's most experienced midmarket M&A advisor, with 850 professionals globally and dedicated industry teams in 45 countries worldwide.