



For Immediate Release

## Engineered Building Systems Excited to Announce Merger with Hobbs & Associates

WILKES-BARRE, PA– October 3, 2023– Engineered Building Systems, a leading manufacturer’s representative specializing in the design and application of HVAC systems for commercial and industrial buildings, is excited to join the Hobbs & Associates family of brands to create a powerhouse in the HVAC industry.

EBS, founded in 2003 and serving Pennsylvania, New York, New Jersey, Vermont, and West Virginia, is proud to be a part of several strategic acquisitions by Hobbs to expand its geographic footprint and customer offerings across the Northeast, Mid-Atlantic, and Southeast regions of the US.

EBS is excited to embark on this new opportunity with Hobbs, and to continue to bring exceptional product and service to our customers.

Along with Hobbs, EBS will join the following businesses on this new endeavor, who will continue to operate under their existing brand names:

**Insight Partners**, established in 2016, is a recognized leader in HVAC with a reputation for innovation and expertise at the forefront of advancing HVAC solutions to meet the evolving needs of its customers. With over eight offices, Insight serves HVAC engineers, contractors, and building owners across Georgia, North Carolina, and South Carolina. [www.insightusa.com](http://www.insightusa.com)

**Bay Associates Group, Inc.**, established in 1974, represents top plumbing and mechanical equipment manufacturers in Maryland, Virginia, and the District of Columbia, with a dedicated in-house service division. With over 40 years of experience, Bay Associates Group offers superior products, service, and extensive product expertise. Servicing Washington, DC, Maryland, and Virginia.

[www.bayassociates.com](http://www.bayassociates.com)



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**Jobe Industrial**, a subsidiary of Bay Associates Group, has been a leading provider of energy measurement and steam control products, process control, instrumentation, and steam solutions across the Mid-Atlantic region for over 65 years. Serving Washington, DC, Maryland, and Virginia.

[www.jobehandcompany.com](http://www.jobehandcompany.com)

**C.G. Wood Company LLC** is a manufacturers' representative for commercial and industrial heating, ventilation, and air conditioning (HVAC) products. The company has served Maryland, Washington, DC, and Virginia for over 40 years. [www.cgwoodco.com](http://www.cgwoodco.com)

**Energy Transfer Solutions** is a leading provider of specialty commercial and industrial HVAC equipment and services serving customers throughout the Tri-State area of Pennsylvania, Delaware, and New Jersey. [www.etchvac.com](http://www.etchvac.com)

**The Kirkman Oliver Company (TKO)** is one of the Delaware Valley's top providers of exclusive laboratory airflow control systems solutions. TKO represents Phoenix Controls, Aircuity Systems, Strobic Fans, and Danfoss Valves, specializing in scholastic, medical, and laboratory applications. TKO works closely with owners and consulting engineers to ensure environmental sustainability, precision, and performance in critical environments. Serving Pennsylvania, Delaware, New York, and New Jersey. [www.tko-co.com](http://www.tko-co.com)

**Klima New Jersey LLC** is a leading provider of specialized commercial and industrial HVAC equipment and services in Northern New Jersey. Klima represents manufacturers who share its desire to exceed its customers' expectations. [www.klimanj.com](http://www.klimanj.com)

**Klima New York, LLC**, established in 2011, is an HVAC specialist representing equipment manufacturers and is the leading provider of variable refrigerant flow technology in New York City (Bronx, Brooklyn, Manhattan, Queens, and Staten Island), Long Island, New Jersey, and Connecticut. [www.Klimany.com](http://www.Klimany.com)



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**Etairos HVAC®**, founded in 2020, is a manufacturers' representative, specializing in the sales, service, and integration of equipment, components, and aftermarket parts for commercial, institutional, and light industrial HVAC applications. The company customizes high-performance, economical, sustainable HVAC systems for designers, builders, and owners. Serving Tennessee, Mississippi, and Arkansas. [www.etairoshvac.com](http://www.etairoshvac.com)

#### About Hobbs & Associates

With a history of excellence spanning more than 39 years, Hobbs & Associates is a leading provider of HVAC services, equipment, and solutions, dedicated to delivering innovative and sustainable solutions to clients nationwide. [www.hobbsassociates.com](http://www.hobbsassociates.com)

#### About Madison Dearborn Partners

Madison Dearborn Partners, LLC ("MDP") is a leading private equity investment firm based in Chicago. Since MDP's formation in 1992, the firm has raised aggregate capital of more than \$29 billion and has completed over 160 platform investments. MDP invests across five dedicated industry verticals, including basic industries; business and government software and services; financial services; health care; and telecom, media and technology services. For more information, please visit [www.mdcp.com](http://www.mdcp.com).

SOURCE: Hobbs & Associates

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