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## **Gil-Bar Industries acquires APA HVAC Tech. and Trumbull Campbell Associates**

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Canton, MA Gil-Bar Industries (Gil-Bar) has acquired two of the leading manufacturer's rep firms in the New England commercial HVAC market, APA HVAC Technologies (APA) of Canton, and Trumbull Campbell Associates (TCA) of Newburyport. The two firms will now do business together, as APA, offering the same high-level of expertise to their customers with an expanded line of the most trusted HVAC products in the industry. In 2021, Intermediate Capital Group (ICG) made a strategic investment in Gil-Bar to support its growth initiatives and expansion into the New England and northeast markets.

"Both APA and Trumbull Campbell are successful manufacturer's rep firms with deep ties and long-term relationships with building owners, architects, engineers and contractors in New England. Combined, and with support from Gil-Bar and ICG, the future for all of us is one of assured success," said Joe Sbarra, founding partner, Gil-Bar. "I welcome these firms to the Gil-Bar family. Together, we will continue to meet the needs of all of our customers for the most energy-efficient HVAC products resulting in the most technologically advanced and cost-effective buildings."

According to Alex Alfieri, founder, APA, "Combining Gil-Bar, APA and TCA's industry experience and knowledge along with their exceptional capabilities and resources partnered with the most technically advanced product manufacturers in the industry makes us a winning combination. We will expand and grow our common business philosophy as being the best and most advanced applied engineered product representative in the New England HVAC marketplace. This will assure our wide range of customers the best engineering and technical support services at the most competitive pricing."

"The TCA team is excited about the opportunities that exist as a result of merging with APA, and becoming part of the Gil-Bar organization," said Tom Trumbull, founding partner, TCA. "Our entire staff is looking forward to enhancing their careers as a result, and most of all, providing a better overall experience for our valued customers in New England."

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