



Advantage Distribution Holdings Welcomes Mark Schulert to its Board of Directors

October 28, 2024

Miami, FL — Advantage Distribution Holdings (“ADH”), an industry-defining HVAC distribution platform, is pleased to announce the appointment of Mark Schulert to its Board of Directors.

Schulert brings nearly 30 years of HVAC/R distribution experience to ADH, having most recently served as a member of the Board of Directors at Heritage Distribution Holdings. Prior to that, Schulert served as the CEO of Johnstone Supply’s Ventura Group and as Division President of Heating and Cooling Supply. Schulert started his career at Lennox International, where he spent 20 years in various leadership roles.

“We are thrilled to have Mark join our team,” said Alex Gatof, Co-Founder and Managing Partner of Advantage Distribution Holdings. “Mark’s decades of experience in sales enablement make him an invaluable asset to any organization and will dramatically enhance our ability to supercharge the growth of our HVAC distribution partners.”

“I am excited to join ADH and contribute to our shared success,” said Schulert. “I’ve dedicated my career to fostering strong industry relationships and empowering sales teams, and I look forward to collaborating with the talented team here at ADH to enhance their go-to-market strategies.”

“At ADH, we are dedicated to being a best-in-class partner to our network of distributors, enhancing their ability to reliably serve their community of contractors. Mark’s experience and shared vision makes him an important addition to the team, representing a significant step towards achieving that goal,” Gatof added.

About Advantage Distribution Holdings

Advantage Distribution Holdings was formed by Tigertail Capital Partners to create an industry-defining, tech-enabled HVAC distribution platform of scale and fill a much-needed void in a highly fragmented, \$50BN+ market. In an industry where scale and regional density determine those who rise to the top, ADH is committed to providing the capital, resources, and relationships required to catalyze growth.

Contact Information

For more information, please visit www.advantage-distribution.com.

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