



## **Advantage Distribution Holdings Completes Acquisition of cfm Distributors**

*Partnership expands ADH's footprint and reinforces its mission to keep independents independent*

**May 21, 2026**

**Miami, FL – Advantage Distribution Holdings (“ADH”)** is pleased to announce the acquisition of cfm Distributors (“cfm” or the “Company”), a leading distributor of HVACR equipment, parts, and supplies. cfm operates six locations and a distribution center throughout Missouri, Kansas, Iowa, and Nebraska, serving both residential and commercial end-markets. The acquisition expands ADH's footprint to 13 locations across 6 states throughout the Southeast and Midwestern United States.

Founded in 1969, cfm has built a reputation as one of the most distinguished independent distributors in the country, defined by deep contractor relationships, a commitment to service, and a culture rooted in doing right by employees. cfm is led by Lauren Roberts, a widely respected industry leader and current Chairwoman of HARDI, the HVACR industry's largest trade association. The Company is among the longest-tenured York distributor partners, having represented the brand since 1978, and is a proud member of BLUE HAWK, a member-owned cooperative of leading independent distributors.

“cfm has always been about people – our employees, our customers, and the relationships we've built over decades,” said Lauren Roberts, President and Chief Executive Officer of cfm. “That started nearly 60 years ago with my grandfather, Amos Roberts and co-founder Bruce Huffman, was carried forward under the leadership of my father, Tom Roberts, and continues today through our employee-owned culture. ADH felt like a natural extension of that legacy. They share our belief that independents are the backbone of this industry and that the people who build the business should share in its success. This partnership allows us to preserve that legacy while continuing to invest in our team and the customers we serve.”

As part of the transaction, all cfm employees will receive equity participation in ADH, reinforcing the shared ownership model that underpins the platform's “We All Win Together” philosophy.

“When we formed ADH, we set out to partner with businesses exactly like cfm,” added Zach Katz, Alex Gatof, and Andrew Och, Co-Founders of ADH. “cfm's employee-driven culture has powered a long track record of execution, deep relationships in its markets, and a team that has earned the trust of its customers over decades. Lauren and her leadership team have built something exceptional, and just as important, they have done it the right way. That combination of performance, culture, and reputation is what defines a great partner for ADH.”

“ADH was built on the idea that independent distributors don't need to change who they are to compete – they need the right support behind them,” they continued. “By bringing together strong operators, we are able to expand what each business can do while keeping them rooted in their local market. cfm

reflects everything we look for in a partner, and together we firmly believe we can build ADH into a Top 10 HVAC distributor in the United States while having a lasting, positive impact on the industry.”

The acquisition of cfm builds on ADH’s strategy of partnering with founder- and family-led distributors and creating a scaled platform that keeps independents independent. Similar to its partnership with CTC Supply, ADH’s approach emphasizes continuity, alignment, and long-term investment in people and relationships.

“Having known Lauren since 2020, I am deeply honored to partner with a leader of her caliber,” added Clay Holder, Chief Executive Officer of ADH. “Her dedication to advancing the industry and supporting independent distributors aligns directly with ADH’s mission and founding principles. I look forward to working alongside Lauren and the entire cfm team as we continue delivering the high level of service their customers and partners have come to expect.”

ADH continues to actively seek partnerships with leading independent HVAC distributors across the United States.

### **About Advantage Distribution Holdings**

Advantage Distribution Holdings (“ADH”) is an industry-defining HVAC distribution platform focused on empowering independent distributors with the scale, resources, and tools to compete in today’s market, while preserving what makes them successful and staying true to their local roots. The platform provides capital, operational support, and shared capabilities, while maintaining local autonomy and brand independence.

At the core of ADH’s model is a commitment to Shared Ownership. Every employee across its partner companies receives equity participation, aligning incentives across the organization and allowing those closest to the customer to share in the value they help create. By bringing together best-in-class independents, ADH unlocks shared advantages no single business could achieve alone.

### **Contact Information**

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