

Coltala Holdings' Trudela Partners Buys Walker Heating and Air Conditioning, Inc.

Solid ESG Addition to the Coltala / Trudela Family of Businesses

DALLAS and FORT WORTH, Texas
(PRWEB) January 09, 2020



Coltala Holdings is pleased to announce the acquisition of Walker Heating and Air Conditioning, Inc. via their HVAC / Home Services acquisition platform Trudela Partners. The deal was completed on January 2, 2020 representing the firm's first purchase of the new year.

Walker Heating and Air Conditioning is a 57-year-old, family-operated business headquartered in Mesquite, TX serving the DFW area including: Carrollton, Farmers Branch, Garland, Mesquite, Plano, Richardson, Rockwall, Rowlett, Sachse, and The Park Cities.

The company's founder, Ricky Walker, will continue to serve as Commercial Sales Manager. "We've been in HVAC since 1963 and the avalanche of new technology makes this the most exciting time in the history of this industry. Bringing Paul Adams (Trudela CEO) and his experienced partners in to run the corporate side of our business at this time makes us able to grow our customer base while expanding our offering of great new home and commercial services," he remarked.

With their motto of 'We Serve to Serve Again', Walker demonstrates a keen understanding of the concept of Lifetime Customer Value (LCV) and Lifetime Referral Value (LRV) as a consequence of continued unparalleled customer service.

PEOPLE BUILD BUSINESSES

All of Walker's technicians are approved by the Texas Department of Licensing and Regulation (TDLR), licensed by the Environmental Protection Agency (EPA), and certified as Trane Comfort Specialists.

Because of the company's reputation as a place for employees to grow and prosper, they have been able to attract the most competent technicians despite the current tight labor market.

"Our focus on people – the customer, the employee, and the investor – makes our approach unique in the private equity space," commented Coltala president Edward Crawford.



The Trudela Team - M. Delmore, J. Harelson, E. Shaw, P. Adams, M. Carlson

“ My experience at Service Experts has given me a keen perspective on the industry. This is the perfect stage in Walker's growth for us to become involved. ~ Paul Adams, Trudela CEO ”

“That philosophy of ‘people first’ filters through every company we own and operate,” added Coltala CEO Ralph Manning.

PROVEN HOME SERVICE PROFESSIONALS

WalkerHeating and Air Conditioning’s multigenerational, long-term customer demographic is seen as a perfect strategic fit for Trudela. The infusion of capital and managerial expertise is expected to pay dividends exponentially.

“My experience at Service Experts has given me a keen perspective on the industry. This is the perfect stage in Walker’s growth for us to become involved,” asserted Trudela CEO Paul Adams.

THE FUTURE OF WALKER HEATING AND AIR CONDITIONING

“We’re excited to be a part of the Coltala / Trudela team and expect this combination to enable us to deliver even better products and services to our loyal customers,” Ricky Walker said.

The company will continue to operate in its current service area and will retain all of its current employees. Going forward, Walker expects to employ added liquidity in expanding its geographic footprint and making new hires as necessary.

LEARN-MORE LINKS

Coltala Holdings – Building Businesses of Significance – <http://coltala.com/>

Trudela Partners – The Proven Home Service Professionals – <http://www.trudela.com/>

Walker Heating and Air Conditioning – We Serve to Serve Again – <https://walkerac.com/>

REFERENCES

Getting The Best Deal for Your Midsize Company – by Edward J. Crawford, Coltala Holdings President
<http://coltala.com/articles/getting-best-deal-your-midsize-company>

ABOUT COLTALA HOLDINGS

Coltala Holdings is a unique holding-company approach to private equity investing with a proven enterprise-level management system – The Coltala Enterprise System™ (CES) – that enables high-potential, small and mid-size companies to achieve optimal scale. With our deep bench of experienced industry professionals, and more than 100 years of combined experience, Coltala is well positioned to acquire and unlock the potential in family businesses and privately-held companies in the Manufacturing sector and the Consumer and Business Services sector. Coltala is committed to being a conscientious steward of your company’s legacy and to working with you and your team to take your company to the next level.

For more information, please follow us on:

LinkedIn at <https://www.linkedin.com/company/coltalagroup> (Coltala Holdings)

Twitter at <https://twitter.com/coltalagroup> (Coltala Holdings)

ABOUT TRUDELA PARTNERS

Trudela Partners is a DFW-based company specializing in home service repairs and maintenance. We focus on providing our customers with an exemplary customer experience through preventive maintenance and a first-time fix approach on service appointments. With over 70+ years in combined home services experience, the Trudela Partners team is committed to operating with honesty and integrity in everything we do and treating our customers like family.

The Trudela Executive Team includes Paul S. Adams, Chief Executive Officer overseeing all areas of the company’s business including operations, sales, and marketing; Eric Shaw, COO with over 20 years of HR and operations experience in the manufacturing, retail, financial services and contracting industries; Jeff Harelson, Sales and Operations with over 25 years of national and regional experience with particular success in the Multi-Family, Home Services, and Commercial Services industries; Mark Carlson, VP People and Culture with nearly 20 years of operational HR experience in building and leveraging Culture, Organizational Development, Talent Acquisition & Management, Succession Planning, Performance Management and Employee Relations.

Trudela Partners
8900 John Carpenter Freeway
Dallas TX 75247

Contact:
Melanie Barton, EVP
Coltala Holdings
817-546-4600
melanie@coltala.com