



For Immediate Release

For more information contact:
Ania Czarnecka or Alisha Wade
Ward for HTS Texas
aczarnecka@wardcc.com
awade@wardcc.com

North America's Largest HVAC Manufacturer Rep Firm HTS Acquires Oslin Nation

Company's Largest Acquisition to Add Hydronic Lines to High-Growth Texas HVAC and Controls Business

HOUSTON (June 14, 2023) HTS Eng. Ltd (www.hts.com) today announced it has entered into an agreement with the owners of Arlington, Texas-based Oslin Nation (www.onco-tx.com) to acquire the 80-year-old hydronics company. The strategic move enhances HTS' HVAC and Building Automation Controls offerings and strengthens the fast-growing independent manufacturers rep firm's Texas footprint with sought-after pump and plumbing capabilities. Financial details of the transaction are not disclosed.

In the Canadian province of Ontario, HTS already enjoys a strong working relationship with Xylem (www.xylem.com), one of Oslin Nation's cornerstone suppliers.

"HTS is already entrenched in the hydronic marketplace in the province of Ontario, so the addition of the Oslin Nation family naturally fits into our Texas business and overall strategy and vision," said Mike Donovan, President of Houston-based HTS Texas. "This is an opportunity to significantly grow our business with leading suppliers of hydronic products and systems to the commercial and industrial building space."

Oslin Nation's 80 employees will join 255 HTS Texas employees on the payroll, though no staffing, branding or operational changes are planned.

"We weren't looking to be acquired, but we are extremely excited to join the HTS team," said Mike Barnett, co-owner of Oslin Nation, who along with co-owner Steven Lipe, will continue to run the Oslin Nation business and join as Directors on the HTS Texas board. "The HTS local leadership team has the same strong shared values and principles we prioritize to build a great work environment, great culture, and strong and loyal teams."

HTS Texas and Oslin Nation already have solid reputations as technical teams representing highly engineered and predictable systems and solutions to the Texas industrial, institutional and commercial building marketplace.

"We've contemplated this acquisition for over a year, and we believe this acquisition will catapult our presence and unique offerings within the Texas marketplace and allow Oslin Nation's employees and our main supplier partners to continue to flourish in the Texas marketplace," added HTS Texas Principal Stephen Poles, who heads the commercial HVAC distributor's Dallas-Fort Worth operation.

With the acquisition, HTS Texas and Oslin Nation are poised to set a new standard for comprehensive HVAC, hydronics and controls offerings, full-scope project management capabilities, and client services.

“HTS Texas has a proven history of Delivering Real Success® to its HVAC and Controls clients, suppliers and employees,” Donovan added. “This acquisition allows us to continue to deliver an even more comprehensive bundle of equipment and controls to each project, stakeholder and client.”

About HTS

HTS, the largest independent commercial HVAC distributor in North America, represents more than 100 HVAC suppliers and has approximately 1500 employees in 24 cities across Canada and the United States. HTS Texas employs 255 people with offices and service centers in Houston, Dallas, Austin and San Antonio. Delivering Real Success® to all involved in its projects, HTS provides HVAC and refrigeration solutions to commercial, institutional, and industrial markets from leading manufacturers such as Daikin, Epsilon, AcoustiFLO, and Haakon Industries. For more information about HTS, visit [hts.com](https://www.hts.com) or connect via LinkedIn, Twitter, and Facebook.

About OSLIN NATION

Oslin Nation Company, “ONCO,” is a Texas-based Manufacturers Representative that has been providing Hydronic and Plumbing Solutions since 1943. Known as “System Experts,” the company provide the best equipment and solutions to Consulting Engineers, Mechanical Contractors, and various types of Wholesalers. The firm, with offices throughout Texas, represents leading manufacturers such as Xylem Bell & Gossett, Xylem McDonnell & Miller, Xylem Hoffman, Xylem AWS, Lochinvar Boilers, Metraflex, Weil Pumps, Roots Regulators, Cemline and Wessels.

To learn more, visit [onco-tx.com](https://www.onco-tx.com) and follow the company on LinkedIn for market and product updates.