BRENTWOOD GROWTH

Case Study

Brentwood Growth Helps Central New Jersey HVAC Company With Successful Exit After 40+ Years of Service



About Total Energy Service



Founded in 1977, Total Energy Service became one of Central New Jersey's most trusted residential HVAC companies. Known for delivering highly efficient, cost-effective, and engineered heating and cooling systems, the company built a strong reputation by embracing the latest advancements in HVAC technology and energy-efficient design.

As a charter member of Trane's elite Comfort Specialist Program and a long-standing member of the Eastern Heating and Cooling Council, the company consistently exceeded industry standards for service and innovation.

Brentwood Growth Results

After more than four decades in the HVAC industry, Gerald Andeskie, the owner of Total Energy Service, made the decision to retire. Brentwood Growth led the process with precision—delivering an in-depth valuation that captured the true worth of the business and launching a competitive market process that brought in multiple qualified offers.

Gerald partnered closely with Brentwood to evaluate each offer, ensuring the chosen buyer had the resources, experience, and strategic vision to carry the business forward. With Brentwood's guidance, Gerald was able to exit on his terms—knowing the legacy of Total Energy Service would continue and that he had achieved the maximum value for his business.

What The Seller Had To Say

“After 42 plus years of being in the HVAC business, I knew it was time to get out and enjoy my retirement while still at an age that would allow me to pursue the activities I enjoy. The team at Brentwood did a timely and accurate valuation of my company. They brought us to market where I immediately received numerous offers which my agent Peyton helped me vet. Once all the offers were in, Peyton and I reviewed the merits of each. His experience and knowledge went a long way here as he advised me to consider buyers with the required resources and experience in acquiring businesses such as mine. From start to finish, I felt I had excellent expertise in my corner with Brentwood.”

- Gerald Andeskie

Former Owner, Total Energy Service

About Brentwood Growth

Brentwood Growth assists home service and facility management business owners wanting to sell all or part of their business. We assist in valuation, transaction structure, marketing the business, leveraging our network of institutional buyers and managing due diligence / legal process to close.

Our fees are 100% performance-based paid at close of transaction.

Our experienced advisors offer comprehensive business valuation services, combining financial and operational expertise with a deep understanding of business ownership and company acquisitions. We have also been on the buy and sell side of many transactions.

This blend brings knowledge, experience, and value to a sale, purchase, or consulting relationship.

Schedule a complimentary business valuation consultation with one of our trusted advisors.

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