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Dasco Supply becoming part of Homans Associates

Combined company will include 24 branch locations in 8 Northeastern states

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Wilmington, MA – Homans Associates, LLC announced today that Dasco Supply will become part of the Homans brand and will operate as one combined business. The integration of Dasco Supply will result in a single combined company with 24 branches in 8 states, close to 400 associates, over 70 delivery vehicles, and almost 1 million square feet of distribution space.

On the combination of the two companies, Homans Associates' President Rich Landoli said "This will result in a company with industry leading talent in all aspects of the HVAC and Mechanical Insulation wholesale trades throughout the Northeast Corridor. We will be able to provide expertise from our industry-leading and multi-talented Ductless team. Our diverse team on the Bryant Residential and Commercial segments, which has been named the fastest growing distribution partner of the Bryant brand in the US. Our specialized and industry-best Mechanical Insulation team, to our enormous HVAC supplies business leaders and finally our fabricated-ductwork opportunities. There is nothing on the air-side of the HVAC business we cannot supply".

Upon the official start date of January 1, 2021 Homans Associates and Dasco Supply will be a single operating company with customers from both being able to make purchases across the entire branch network. Dasco Supply will retain its current branding and locations but legally become part of Homans Associates. The combined company will focus its vision on growth and customer service in the HVAC and Mechanical Insulation trades while being supported by Watsco, the largest publicly traded HVAC distributor in the industry. Armed with that vision, the combined company will offer support to its contractor and manufacturing partners to achieve sustained growth in 2021 and beyond.

Dasco Supply's VP of Operations, Adam Griffin said "Dasco is extremely excited to be part of a dynamic team at Homans and look to further our penetration into the New Jersey and New York markets with the combined sources that are second-to-none".

The combined company will also allow Dasco Supply immediate access to the industry-leading technologies that Homans Associates utilizes. This includes Product Information Management (PIM), state-of-the-art business intelligence software platforms, our Contractor Assist Mobile App, and E-Commerce platform. Homans Associates, through Watsco continues to lead and innovate through the introduction of new customer-focused technology designed to transform the customer experience and reshape how our industry operates. These investments make it easier for HVAC contractors to do business with Homans and, in turn, improve the speed, efficiency and growth opportunities of our customers.

About Homans Associates

Homans Associates is the premier distributor of HVAC Equipment, Supplies and Mechanical Insulation products in the Northeast. We've been serving the contractor community since 1952 with locations across all of New England plus New York and New Jersey. At Homans, we take our customers' success seriously. We utilize both Technology and People to create solutions for the challenges our customers face. We have developed, partnered and invested in tools that propel their business forward. We also employ the foremost experts in the HVAC and Mechanical Insulation industries. We refer to our employees as Associates, and our Associates are empowered to improve our customer's experience and ensure our customers success. From the cab of the truck, to behind the counter, on the website and on the phone, all the way to the President's office, our people put the customer at the center of every interaction and decision.

We joined the Watsco family in 1999. Watsco is the largest distribution network for heating, air conditioning and refrigeration (HVAC/R) products with locations in the United States, Canada, Mexico and Puerto Rico, and on an export basis to Latin America and the Caribbean. Watsco estimates that more than 300,000 contractors and technicians visit or call one of its 603 locations each year to get information, obtain technical support and buy products.

