



FOR IMMEDIATE RELEASE

Homans Associates, LLC
Mark Ray
mray@homans.com

Homans Associates Expands Distribution Area with Mitsubishi Electric Trane HVAC US Effective Immediately

The expansion covers residential and commercial equipment in New York (including Manhattan and all five boroughs), Long Island and all of New Jersey

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Wilmington, MA – Homans Associates, LLC announced today that it is finalizing an agreement with Mitsubishi Electric Trane HVAC US (METUS) to distribute ALL Mitsubishi Electric equipment in New York City, including all five boroughs, Long Island and all of New Jersey. The agreement will make Homans Associates one of the largest distributors in both volume and size anywhere in North America. The increase in territory for Homans Associates comes after the historic long-term sales and distribution agreement Homans and METUS signed in December of 2018. That agreement renewed the strong business relationship between the two companies for generations to come.

On the agreement between Homans Associates and METUS, Homans Associates' President Rich Iandoli said, "This momentous occasion is a culmination of years of hard work and dedication by the Homans Associates Team to the Mitsubishi product line in its existing territory, which has been primarily focused in the New England region. We are extremely honored and excited that METUS has agreed to extend our operating agreement to include all of New York and New Jersey".

Homans Associates Executive VP of Mitsubishi Products Division, Mark Potenza said "Homans Associates is extremely excited to bring the Homans Mitsubishi Product Division to both New Jersey and New York City. We will continue to add talented people to our existing 26-person, 100% dedicated division. The group has over 400 years of HVAC experience within Homans. This will help us to better serve our existing and new customers in both markets. We look forward to continuing the long standing partnership between Homans Associates and METUS and suppling both Residential and Commercial VRF products into the marketplace with award winning service and support".



Upon the official start date of January 11, 2021 Homans Associates will distribute Mitsubishi Electric HVAC equipment including Residential, Light Commercial and Commercial Product. Homans Associates has been an award-winning Mitsubishi Electric distributor for over a dozen years in the New England market. The additional New York Counties/Boroughs will include but not limited to:

- Orange
- Rockland
- Westchester
- Bronx
- New York (Manhattan)
- Kings (Brooklyn)
- Putnam
- Richmond (Staten Island)
- Queens
- Nassau
- Suffolk

This new extended geography solidifies Homans Associates and METUS operating agreement that begins at the most northern point of Maine, continues out west to Syracuse, New York, and now extends as far south as the Delaware border. Iandoli concluded by saying, “The distribution area includes some of the largest, most populated metropolitan areas in all the United States. Homans will continue its significant investment in real estate, logistics, technology, people and inventory to help service the valuable Mitsubishi relations that currently exists. Make no mistake this is a historic day for all parties involved.”

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 New England plus New York and New Jersey. On January 1, 2021 we welcomed the 7 Dasco Supply locations and all of their Associates into Homans Associates, which further extends our market presence into New Jersey and New York to better service those markets. 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. Today, we have close to 1 million square feet of distribution space across our network with over 400 Associates.

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.

For more information about Mitsubishi Electric Trane HVAC US, visit www.metahvac.com