



FOR IMMEDIATE RELEASE

Homans Associates, LLC

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Homans Associates Announces Distribution Partnership with Allied Air Enterprises™ Effective Immediately

The distribution agreement covers residential and commercial equipment in all of New York, New Jersey and Eastern Pennsylvania

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Homans Associates is excited to announce our new partnership **with Allied Air Enterprises™ (a division of Lennox International)**, a premier equipment manufacturer in the US, to distribute Armstrong Air®, Concord®, and Allied Commercial™ products in **New York, New Jersey, and Eastern Pennsylvania**. Homans President and CEO Rich Iandoli stated, "Homans is extremely excited to partner with such a progressive forward-thinking organization like Allied and look forward to helping change the dynamic of customer service and support, in what is a very diverse and knowledgeable marketplace". Mark Coletta, Mid Atlantic Division President of Homans said "We believe this partnership will bring a new level of thinking to the market with a well trusted and manufactured brand and reputation; the future is now".

Homans is currently sourcing product and by the end of March, we will be stocked with equipment ready to fill the needs of the contracting communities in New York, New Jersey, and Eastern Pennsylvania. We will have a wide array of heat pumps, air conditioning units, air handlers, coils, and gas furnaces that meet or exceed the energy standards in play. Shortly thereafter, Homans will have a full array of commercial rooftop equipment available for immediate shipment. "We couldn't be happier about this partnership and the future of our two companies. Homans Associates has a rich history, strong local relationships with dealers and a demonstrated commitment to growth" said Josh Adams, Director of New Business Development at Allied Air Enterprises.

More detailed information and more exciting news will be communicated directly via our local sales teams.



About Homans Associates

Homans Associates is the premier distributor of HVAC Equipment, Parts, Supplies and Mechanical Insulation products in the Northeast. We've been serving the contractor community since 1952 with 24 locations across the six New England states, New York, and New Jersey. Homans has over 1,000,000 square feet of warehouse and distribution space, holds over \$125,000,000 of inventory in those locations, and has a fleet of over 80 trucks. Homans is also the premier and award-winning distributor of Mitsubishi Electric residential and commercial ductless equipment throughout the Northeast.

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 with, and invested in technology 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. Homans joined the Watsco family in 1999. For more information, visit Homans.com.

About Watsco

Watsco is the largest distributor of air conditioning, heating and refrigeration equipment and related parts and supplies in the HVAC/R industry. Watsco began its HVAC/R distribution strategy in 1989 and has grown by using a “buy and build” philosophy, resulting in substantial long-term growth in revenues and profits. The “buy” component of the strategy has focused on acquiring or investing in market leaders to either expand into new geographic areas or gain additional market share in existing markets. We have employed a disciplined and conservative approach, which seeks opportunities that fit well-defined financial and strategic criteria. The “build” component of the strategy has focused on encouraging growth at acquired companies, by adding products and locations to better serve customers, investing in scalable technologies, and exchanging ideas and business concepts amongst leadership teams. Newly acquired businesses have access to our capital resources and established vendor relationships to provide their customers with an expanded array of product lines on favorable terms and conditions with an intensified commitment to service. We have also developed a culture whereby leaders, managers and employees are provided the opportunity to own shares of Watsco through a variety of stock-based equity plans. We believe that this culture instills a performance-driven, long-term focus on the part of our employees and aligns their interests with the interests of other Watsco shareholders. For more information, visit Watsco.com.



About Allied Air Enterprises

A division of Lennox International, Allied Air Enterprises™ serves residential and commercial marketplaces in the United States and Canada with heating and cooling solutions of industry-leading brands like Armstrong Air®, AirEase™, Concord®, Ducane™, Allied™, Allied Commercial™ and MagicPak®. From concept to production, Allied Air HVAC systems are produced through the design, engineering, high-quality testing, and manufacturing efforts employed at five Allied facilities based across North America. For more information, visit alliedair.com.