



Contacts:

Wendy Hall, Director of Communications  
713.263.5263 | [Wendy.Hall@goodmanmfg.com](mailto:Wendy.Hall@goodmanmfg.com)

Marc Bellanger, Director of Marketing Communications  
713.263.5505 | [Marc.Bellanger@daikincomfort.com](mailto:Marc.Bellanger@daikincomfort.com)

## Daikin Strengthens Residential and Commercial Presence in Pacific Northwest with Two Key Acquisitions

### *Washington state-based Thermal Supply and AirReps join Daikin group*

**HOUSTON, December 2, 2021 – Daikin North America LLC (Daikin)** has continued its ambitious customer-focused growth with the acquisition of Washington state companies **Thermal Supply, Inc.** and **AirReps, LLC.**

“We have been very intentional in working toward becoming the clear leader in indoor air comfort solutions in North America,” said Takayuki (Taka) Inoue, Executive Vice President and Chief Sales and Marketing Officer. “We will continue our progress through strategic growth and a concentrated, holistic approach focusing on excellence in all areas from production, sustainability, innovation and quality to exceptional customer service.”

Headquartered in Seattle, Washington, Thermal Supply is the largest distributor of residential and light commercial **Daikin**, **Goodman**<sup>®</sup>, and **Amana**<sup>®</sup> brand products in the Pacific Northwest. Founded in 1947, Thermal Supply has sold **Goodman** brand products since 2001 and Daikin brand products since 2014 in 24 locations located in Alaska, Idaho, Montana, Oregon, and Washington.

AirReps, based out of nearby Bellevue, Washington, is the largest and most tenured manufacturer’s representative firm for premium HVAC equipment in the Pacific Northwest. Primarily serving commercial, industrial, and institutional sectors, AirReps was founded in 1950 and provides sales, warranty service, support and customer training focused on **Daikin VRV** and applied products.

“Bringing outstanding, knowledgeable, and reliable companies such as Thermal Supply and AirReps into Daikin Group will augment our presence and service in the region from residential to commercial projects,” Inoue said.

Jeff Drees, EVP Sales, Marketing and Aftermarket, Daikin Applied, added that creating an exceptional customer experience is at the heart of our strategy. “We’re piloting many different go-to-market models to ensure we bring the best that Daikin has to offer to our customers. Only by putting customers first will we build our leadership position in North America.”

The acquisitions are the latest in a period of high growth activity for Daikin that began in November 2020 with the acquisition of **Stevens Equipment Supply, LLC.** In January of 2021, Daikin announced the acquisition of **Robinson Plumbing & Heating Supply Co., Inc.**, and the acquisition of the largest HVAC distributor in the New York metropolitan area, **ABCO HVACR Supply + Solutions.**



# News Release

Contacts:

Wendy Hall, Director of Communications

713.263.5263 | [Wendy.Hall@goodmanmfg.com](mailto:Wendy.Hall@goodmanmfg.com)

Marc Bellanger, Director of Marketing Communications

713.263.5505 | [Marc.Bellanger@daikincomfort.com](mailto:Marc.Bellanger@daikincomfort.com)

###

## About Daikin

Daikin Industries, Ltd. (DIL) is a Fortune 1,000 company with more than 76,000 employees worldwide and is the world's number 1 air conditioning company. Daikin North America LLC (DNA) is a subsidiary of DIL. A member of DIL, Houston-based Goodman Global, Inc. (Goodman) is a leading manufacturer of heating, ventilation, and air conditioning products for residential and light commercial use. **Goodman**<sup>®</sup> brand products are predominantly sold through company-operated and independent distribution networks, with more than 1,000 total distribution points throughout North America. DNA and Goodman engineering and manufacturing are located at [Daikin Texas Technology Park](#) near Houston, Texas. For more information, visit [www.northamerica-daikin.com](http://www.northamerica-daikin.com) and [www.goodmanmfg.com](http://www.goodmanmfg.com).

**Amana**<sup>®</sup> is a registered trademark of Maytag Corporation or its related companies and is used under license. All rights reserved.