



Daikin and GARDINER Join Forces

Daikin appoints new factory sales, parts, and service provider in Northern Ohio;

Better positions Daikin to become the #1 HVAC leader

On its journey to become the number one HVAC leader, Daikin Applied and Daikin North America are forming a relationship with GARDINER to strengthen its sales, service, and solutions capabilities. Effective May 1, 2017, GARDINER will become the factory sales and parts representative in Northern Ohio and acquire Daikin Applied's service business for the Cleveland market.

Bob Case, GARDINER's CEO, says, "Our mission has been and will continue to be to build mutually beneficial business relationships with our clients and associates. Daikin has a culture of innovation and a strong desire to keep growing, which best position us to be able to do that now and in the future."

By representing Daikin, GARDINER moves on from its relationship with Trane, which was established in 1962. Case cited Daikin's plans for growth and partnerships with independent manufacturer representatives as factors in the deal. "We respect their forward-looking philosophy which includes understanding the importance of independent representation. We're well-aligned strategically. For both our clients and associates, it's great news that GARDINER will continue to be an independent, locally-managed company serving the Northern Ohio market well into the future."

The move signals both Daikin and GARDINER's commitment to clients. Providing one face to the client for equipment and service streamlines clients' experience with Daikin, enhancing response to customer needs. GARDINER is the top equipment representative and commercial HVAC service provider in the market; their considerable breadth of solutions expertise and capabilities significantly expands Daikin's ability to serve customers in the territory.

Daikin Applied's EVP of Sales, Marketing and Aftermarket, Kirk Thorne, believes this change will continue to fuel Daikin's competitive advantage in the market. "Daikin values our independent representatives' customer focus and entrepreneurial culture," Thorne stated. "Our Reps are the best in the industry, and our appointment of GARDINER makes us an unmatched force in sales, service and solutions." Thorne adds, "Daikin also values the diverse line card developed by GARDINER over the years. It is the strength of Daikin's products and GARDINER's other highly valued brands and capabilities that will allow us together to successfully serve the overall needs of the marketplace."

Thorne emphasized that Daikin’s strategies are market based. “This joint effort is well suited to the market conditions and capabilities of GARDINER in Northern Ohio. Every market is different and we will continue to evaluate each of our markets individually to ensure we have the right structure and relationships to best serve our customers. Our end goal is to create the best outcomes for our customers, by investing in top talent to build the strongest organization in the marketplace.”

Daikin would like to thank Wadsworth Solutions, its previous equipment representative in the territory, for its contribution to Daikin during its tenure as the Daikin equipment sales representative. Likewise, GARDINER expressed appreciation for their long, storied history with Trane. Both Daikin and GARDINER are committed to supporting their existing customers and projects in the marketplace throughout the transition.

About Daikin Applied

Daikin Applied, a member of Daikin Industries, Ltd, designs and manufactures technologically advanced commercial HVAC systems for customers around the world. Customers turn to Daikin with confidence that they will experience outstanding performance, reliability, and energy efficiency. Daikin Applied equipment, solutions, and services are sold through a global network of dedicated sales, service, and parts offices. For more information or the name of your local Daikin Applied representative, call 800-432-1342 or visit, www.DaikinApplied.com.

About Daikin North America

Daikin North America LLC (DNA) is a subsidiary of Daikin Industries, Ltd. DNA and its affiliates manufacture heating and cooling systems for residential, commercial and industrial use that are sold via a select network of manufacturer representatives, distributors and HVAC contractors. Manufacturing operations include facilities in Houston, TX and Fayetteville, TN. Visit www.northamerica-daikin.com for more information.

About GARDINER

GARDINER is a full service HVAC, energy services and professional building services company serving Northern Ohio’s commercial, industrial and institutional facilities, engineers and contractors since 1962. More than 2,500 clients in Northern Ohio trust GARDINER to solve their building comfort, reliability, energy, facilities planning, and project funding challenges. To learn more call 440-248-3400 or visit, www.whgardiner.com.

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