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Generac Signs Contracts with Key HVAC Distributors to Sell Honeywell Standby Generators

WAUKESHA, Wis., August 12, 2011—After being named the exclusive licensee for Honeywell branded portable and standby generators late last year, Generac Power Systems, a leading manufacturer of automatic standby generators, has signed contracts with several key HVAC equipment distribution companies to sell Honeywell home standby generators through their dealer networks.

“Honeywell generators are ideal products for HVAC distributors and their dealers,” says Kyle Raabe, vice president, sales, Generac. “HVAC dealers are in their customers’ homes more often than many other contractors—changing filters and fine-tuning mechanical equipment for maximum comfort. In a power outage, though, all of those systems come to a halt. Honeywell standby generators give dealers the means to provide a whole-house backup power solution that will ensure their customers’ comfort regardless of the conditions outside.”

Generac is distributing Honeywell standby generators through established, quality distributors that are willing to diversify the product offering they present to their HVAC dealers. Distributors have already been signed to cover the following geographic regions:

- Wisconsin
- Greater Twin Cities
(Minneapolis/St. Paul, Minn.)
- Greater Chicago
- Southern Illinois
- Eastern Iowa
- Indiana
- Southern Ohio
- Kentucky
- Virginia
- Maryland
- West Virginia
- Georgia
- Southern Alabama
- The Florida Panhandle

“Our dealer base has benefited immensely by participating in the promotion and sale of Honeywell home generators,” says Skip Mungo, president, Temperature Equipment Corporation. “Home generators provide an exciting alternative avenue for the residential equipment dealer to access the consumer. The resulting sales, and yearly maintenance, provide incremental margin to the dealer, as well as an expanded customer base.”

To learn more about Honeywell home standby generators, visit www.honeywellgenerators.com. To become a Honeywell home standby distributor in your region, call 855-GENINFO, or e-mail info@honeywellgenerators.com.

About Generac (NYSE: GNRC)

Since 1959, Generac has been a leading manufacturer of backup power generation products serving residential, light commercial and industrial markets. Generac’s power systems range in output from 800 watts to 9 megawatts and are available through a broad network of independent dealers, retailers and wholesalers. Generac is committed to developing a long-term vision that promotes environmentally responsible products, processes and partnerships and strives to be a positive contributor of sustainable growth in the backup power generation industry. For more information on Generac, please visit www.Generac.com. Follow Generac on Twitter @generacpowersys. Become a fan on Facebook at www.facebook.com/generacpowersystem.