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Daikin Expands Modular Comfort Systems' Territory in New York

Modular Comfort Systems becomes a Daikin equipment Sales Representative in Western New York; positions Daikin to become North America's number one HVAC leader

SYRACUSE – March 4, 2019 — On its journey to become the number one HVAC leader in North America, Daikin North America LLC and Daikin Applied (Daikin) have enhanced their relationship with Modular Comfort Systems, expanding its sales territory in Central and Western New York state. This move makes Modular Comfort Systems a Daikin equipment and parts representative in Western New York state, including Buffalo and the seven surrounding counties, beginning April 1, 2019. Extending their expertise to Western New York offers Daikin the opportunity to bring their exceptional sales experience to a broader base of customers.

“Modular Comfort Systems has the expertise essential to grow Daikin’s leadership in this market, as they’ve proved over our 50 year relationship,” said Kirk Thorne, executive vice president, sales, marketing and aftermarket at Daikin Applied. “They have excelled at creating an exceptional sales experience through Central New York state; as a result they have grown their share aggressively in the past two years.”

“We have a long-term commitment to continued growth in North America and expanding our global leadership. Modular Comfort Systems’ leadership in VRF and applied sales will strengthen that position. All of us here at Daikin are proud of this latest achievement,” said

Takayuki (Taka) Inoue, executive vice president and president, Daikin Business Unit at Daikin North America LLC.

Modular Comfort Systems Principal Drew Reagan cited the depth of Daikin's portfolio as critical to their success. "Daikin's industry leading equipment technology allows us to execute innovative system design, project order accuracy, and exceptional post sale support at a very high level. Streamlining representation from Central to Western New York will strengthen the Daikin brand name and create a synergy between markets."

This change in representation is another example of Daikin's focus in the western and upstate New York markets. In recent months, Daikin has established a dedicated service district to support customers across the state, including Albany, Syracuse, Rochester and Buffalo. Daikin plans to add additional resources in both Rochester and Albany in future months.

For more information, visit [Daikin Applied](#), [Daikin North America](#), and [Modular Comfort Systems](#).

About Modular Comfort Systems

Modular Comfort Systems, Inc. is a leading Sales Engineering firm serving the unique commercial, industrial, and institutional HVAC needs of Upstate New York. The company was founded in 1969 on the principle that customer service and support are paramount in the HVAC industry. Our Sales Engineers work diligently to develop the perfect HVAC solution for any project. Modular Mechanical Service specialize in solutions from installation and start up to maintenance, with our aftermarket group offering a complete inventory parts to support any system. Together we form an unbeatable package of professionals seeking to ensure every HVAC need is met, time and time again. Learn more at <https://www.mcsmms.com> or call 315-484-9048.

About Daikin

Daikin Industries, Ltd. (DIL) is a Fortune 1000 company with more than 70,000 employees worldwide, and is the world's number 1 air conditioning company. Daikin North America LLC (DNA) and Daikin Applied (DAA) are both subsidiaries of DIL. DNA, DAA and their affiliates manufacture heating and cooling systems for residential, commercial and industrial use and are sold via a select group of independent HVAC contractors. DIL manufacturing operations include

facilities at Houston, TX, Fayetteville, TN, Faribault, MN, Owatonna, MN and Verona, VA. For additional information, visit www.northamerica-daikin.com.

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