



News Release

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Daikin Announces New Distribution Relationship with Refrigerative Supply Limited in Western Canada

HOUSTON, July 3, 2019 – Daikin North America LLC (Daikin) is pleased to announce a new relationship with Refrigerative Supply Limited (RSL) as a major distribution channel for Daikin in the Western Canada region. RSL will support the sales and distribution of all Daikin residential unitary, ductless, light commercial and VRV products in the Western Canada region. As the number one air conditioning company in the world and in North America, the new distribution relationship with RSL provides additional, mutually beneficial growth opportunities in the Western Canada region for both companies.

RSL will distribute, promote and support a full line of Daikin residential unitary, ductless, light commercial and Variable Refrigerant Volume (VRV) HVAC products, along with related controls and indoor air quality (IAQ) products, throughout the Western Canada region. A very important part of this new distribution relationship will include the transition of all existing Daikin Comfort Pro dealers in the region to being fully supported by the RSL team.



RSL was founded in 1945 and has been a family owned and operated business since 1949. In their 70 years of serving the Western Canadian market, RSL's success and continued growth stems from a foundational history built on pride, exceptional customer service, knowledgeable staff, and well stocked inventory in 15 branches across the market.

With a history of developing intelligent, energy-saving technologies, Daikin has become the world's #1 air conditioning manufacturer. The new distribution relationship with RSL will enable RSL's existing customers to broaden their horizon with Inverter products. The variety of systems offered, and the flexible nature of Daikin ductless and VRV systems, makes the transition to residential or commercial projects easier than ever. Combined with the premier support of RSL, dealers and contractors now have numerous new Daikin solutions.

“Daikin is honored to embark on this new opportunity with the RSL team. Daikin has high ambitions in the North American market, and so does RSL in their defined territory. We have the utmost confidence in RSL's ability to provide the necessary level of support, to deliver Daikin's industry leading products and services, for the benefit of all,” said Taka Inoue, President, Daikin Business Unit.

“We are excited to be working with Daikin and we look forward to our new collaborative relationship and the opportunity to provide their products and inverter technology to both residential and commercial markets,” said Ray Newstead, CEO, Refrigerative Supply Limited. “We will be working hard over the next few months to transition our business to include the full line of Daikin products. With the support of Daikin, we are confident in our ability to provide the new product, knowledge and support to benefit all of our existing and future customers,” he continued.

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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) is a subsidiary of DIL. DNA and its 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 and Fayetteville, TN. For additional information, visit www.northamerica-daikin.com.

About Refrigerative Supply Limited

Refrigerative Supply Limited (RSL) is a wholesale distributor of equipment and parts to the HVAC and refrigeration trade. RSL serves Western Canada and prides itself on having exceptional customer service, knowledgeable staff, and a well stocked inventory. Refrigerative Supply Limited was founded in 1945 and has been a family owned and operated business since 1949. RSL provides a broad range of products to serve the HVAC and refrigeration industry and maintains higher than average inventory levels to support our commitment to the trade. For additional information, visit www.rsl.ca.