



News Release

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Daikin Selects Don Stevens for Expanded Territory in Western United States

HOUSTON, September 26, 2017 – Proven success in promoting the Daikin brand in Minnesota, North Dakota, and Wisconsin has compelled Daikin North America LLC to select Don Stevens, LLC as their distributor of Daikin branded residential unitary (ducted) HVAC equipment in Arizona, Colorado and Utah, with planned expansion into New Mexico next year.

Don Stevens will execute this expansion through a wholly-owned business unit, Stevens Equipment Supply, LLC, with the opening of HVAC-dedicated branches beginning in the fourth quarter of 2017. In addition to residential unitary, Stevens Equipment Supply will promote the full line of Daikin ductless and light commercial HVAC, as well as controls, air quality, parts and accessories throughout the region.

“We are humbled and grateful for the trust extended by Daikin,” said Dave DeSutter, CEO of Don Stevens, LLC. “Over the past 55 years, our team has expanded by providing our customers best-in-class equipment, from top manufacturers, in a growing geographical footprint. This territory expansion is a natural progression of our growth plan and performed carefully to preserve focus on our vision, values, and core equipment distribution strengths.”

“We look forward to serving our new customers and extending westward our vision of providing hassle-free, customer-first solutions,” added Don Stevens President Dan Beno. “Spreading the word about the Daikin value proposition to dealers and consumers is a passion of our team. We are excited to build Daikin and Stevens Equipment Supply brand awareness and presence.”

With a history of developing intelligent, energy-saving technologies, Daikin has become one of the world's leading air conditioning manufacturers.

“Our investment in our new Daikin Texas Technology Park is proof of our commitment to growth in North America, and we choose premium distributors who can represent the benefits of Daikin technologies and grow with us in the future,” said Takayuki (Taka) Inoue, Executive Vice President and President, Daikin Business Unit, Daikin North America LLC. “We are confident that Stevens Equipment Supply will provide world-class distribution and support for our brand.”

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About Don Stevens

Don Stevens, based in Eagan Minnesota, is recognized as a key equipment, accessories, and parts wholesale distributor to diverse industries including Residential and Light Commercial Heating, Air Conditioning, Commercial Food Service, Hospitality and Refrigeration. Don Stevens currently operates 11 branches in the states of MN, WI, ND, MT, IA, MO and NE.

About Daikin

Daikin Industries, Ltd. (DIL) is a Fortune 1000 company with more than 50,000 employees worldwide, and is recognized as one of the largest HVAC manufacturers in the world. 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.daikinac.com and www.daikincomfort.com.