

Here is the
common bond
that can put
it all together.



It's time to evolve
your company's DNA.

PROGRAM



Let the evolution begin.

DNA Dealer Program Definitions and Benefits

The Daikin Network Alliance (DNA) is a coalition of highly skilled HVAC contractors that enhance their business through promoting, purchasing and installing Daikin AC air conditioning equipment. The Program provides various benefits to committed contractors via participating Daikin AC Distributors.

Application

The candidate will complete a DNA Application Form and submit copies of all local, state and federal licenses and certificates for each employee.

Evaluation

The candidate will be evaluated on their technical astuteness and capability of installing and servicing Daikin equipment.

Formal Recognition

DNA Dealers will receive official notification and recognition as a DNA member.

Commitment

DNA Dealers will be committed to attending product, technical and service training.

Sales Referrals

- DNA Dealers will receive sales referrals based on zip code.
- DNA Dealers are included on Daikin AC's "Where to purchase" web locator.

Training

- Training will be provided to selected DNA Dealers' employees at no cost at Daikin owned facilities.*
- Training to commence within 90 days of DNA recognition.
- Sales, Technical and Service Training
 - The DNA dealer will be obligated to attend relevant training classes including:
 - Installation, Commissioning, Service and Troubleshooting
 - R-410A Refrigerant (optional)
 - Product and Application

* Special conditions may apply



How to Accrue and Use DNA Dollars

DNA Dealers will receive accruals of 1% in the form of DNA Dollars for all reported purchased equipment and accessories based on Daikin AC list prices (1% accrual = 1 DNA Dollar).

- Two Categories of accruals:
 - Category 1: Half (50%) of the total accrued DNA Dollars will be available for obtaining DNA marketing goods and service tools (quantities limited per DNA Dealer).
 - Category 2: Half (50%) of accrued DNA Dollars will be available to use for sponsorships, events and advertisements. A credit will be issued to Distributor and forwarded to DNA Dealer.
 - Qualifications
 - Completed DNA local promotion request form and obtain authorization from the Daikin AC DNA Department.
 - Must supply invoice from vendor
 - Copy of evidence (i.e. tear sheet from advertisement, original event program, direct mail piece, etc.).

Term

- The DNA Program will operate quarterly starting January 1 and based on the calendar year.
- Any DNA Dollars accrued during the calendar year will expire in March 31st of the following year.



Daikin AC reserves the right at its sole discretion and without penalty to change the terms and conditions of the DNA program without notice and to terminate any DNA Dealer at any time that fails to meet and uphold the obligations of being a DNA Dealer.

DNA

Daikin Network Alliance Application



Application must be completed/signed and presented to Distributor.

Distributor: Please forward application to your local Daikin Sales Representative.
(Please print clearly)

Company Name

E-mail (mandatory)

Physical Address

Website

City, State, Zip

Number of years in business

Phone

Fax

Number of outside sales people

Contact

Name of local sponsoring Daikin Distributor

Please describe your customer base:

- Residential: _____% Commercial: _____%

Please categorize your business:

- Install, Service and Repair Design, Build Plan and Spec. Other: _____

DNA Training Information

Names of Employees That Have Attended Daikin Training and Courses Completed:

Employee Name	List Courses

Local, State, Federal Licenses & Certificate Information

Name of License (and Employee Name if applicable)	List Registered Number

Dealer Authorization

Name of Company

Name of Distributor

Name of Principal (printed)

Local Branch Location

Signature of Principal

Date

Date

Account Number

Title

Approved by

Title

Daikin AC reserves the right at its sole discretion to terminate any DNA Dealer at any time that fails to meet and uphold the obligations of being a DNA Dealer.

For Internal Use Only - Approved by	
_____ Local Daikin Sales Representative	_____ Date



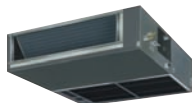
NEW

Condensing Units



VRV III Heat Recovery / Heat Pump
RXYQ_PTJU / REYQ_PTJU / REMQ_PTJU
RXYQ_PYDN / REYQ_PYDN / REMQ_PYDN

Concealed Ducted Fan Coil Units



Concealed Ceiling Unit (FXSQ)



Slim Built-In Unit (FXDQ)

Non Ducted Fan Coil Units



Wall Mounted Unit (FXAQ)



Ceiling Suspended Cassette Unit (FXHQ)



4-Way 3'x3' Ceiling Mounted Cassette Unit (FXFQ)



4-Way 2'x2' Ceiling Mounted Cassette Unit (FXZQ)



Floor Console Unit (FXLQ)

**VRV III®
VRV-S®
VRV-WII®
Systems**



VRV-WII Unified Heat Pump/
Heat Recovery Water Cooled (RWEYQ)



Concealed Floor Console Unit (FXNQ)



Vertical Air Handling Unit (FXOQ)

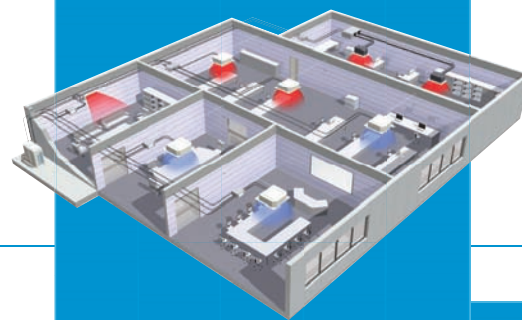


VRV-S Heat Pump (RXYMQ)



Concealed Ceiling Unit (medium static) (FXMQ)

VRV III Heat Recovery



**SkyAir
Systems**



Heat Pump (RZQ)



4 Way Ceiling Mounted Cassette Unit (FCQ)



Ceiling Suspended Cassette Unit (FHQ)



SkyAir

**Single Split
Systems**



Heat Pump (RX/RXS)

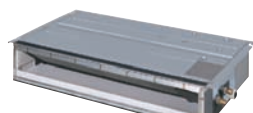


Wall-Mounted Units (FTXS)

Slim Duct Built-in System



Heat Pump (RXS)



Slim Duct Built-In Unit (FDXS)

Multi-Split



**Multi-Split
Systems**



Heat Pump (2MXS/4MXS)

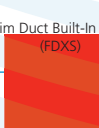


Wall-Mounted Units (FTXS/CTXS)



Slim Duct Built-In Units (FDXS)

NEW



Daikin AC. A More Comfortable Zone.

VRV III (Air Cooled) boasts 6 to 20 ton, in 2 Ton increments 208-230V/3-phase or 460V/3-phase power supply

- Up to 41 indoor units running from one system (20 ton)
- Available in Heat Pump and simultaneous heating & cooling "Heat Recovery"
- Longest single piping length of up to 540 feet; total combined length of up to 3,280 feet
- Height separation of 295 feet

VRV-WII (Water Cooled) - Taking VRV into larger and taller building applications. Available as 5, 6, 7, 12, 14, 18, or 21 ton using 208-230V/3-phase power supply

- Up to 32 indoor fan coil units connected to a single system (21 ton)
- Standardized for simultaneous heating & cooling "Heat Recovery" operation with Heat Pump operation also possible
- Small, compact and remarkably quiet Water-Cooled Condensing Unit

An energy saving alternative to traditional centralized equipment

VRV-S (Air Cooled) available in 3 and 4 tons, 208-230V/1-phase power supply

- Connectable up to 8 indoor units
- Longest single piping length of up to 492 feet; total combined length of up to 1,000 feet

Innovative design blends into the ambience of shops, restaurants, small offices or home environments

- Four capacity sizes available: 2, 2 1/2, 3 and 3 1/2 tons
- Maximum refrigerant pipe length of 230 feet, with a maximum vertical height of 164 feet
- Low ambient cooling (0°F) built in "out of the box" with use of optional wind baffle
- SEER 13

High Efficiency Split System - Up to SEER 17 / HSPF 10.1

- Ranging from 3/4 ton to 2 tons
- Indoor unit's "Intelligent Eye" senses a presence in the room
 - ◆ Saves 20% energy in cooling mode
 - ◆ Saves 30% energy in heating mode
- Low ambient operation to 0°F DB
- Up to 100 ft. piping length
- SEER 13 units also available (FTXS/RX models)
- FDXS slim duct built-in split range offers a hybrid crossover from the traditional duct-free solution
- Less than 8" high
- ESP up to 0.12" WG
- Choice of wired or wireless controllers

High Efficiency Multi-Split System is ideal when there's limited space for condensing units

- Two, three or four indoor units connected to one outdoor unit
- Connect all ducted fan coils or all duct-free fan coils, or a combination of both
- Individual remote controls for each room
- Up to SEER 19.5
- Choice of wired or wireless controllers

Design friendly. The flexibility to customize Easy installation.

A product portfolio crossing traditional barriers and opening up a new and refreshing approach to your daily heating and cooling needs.

Daikin AC offers a choice of Air-Cooled and Water-Cooled systems including duct-free and concealed ducted fan coil units, the ultimate in application flexibility with a modular system approach. A full control suite, including BMS solutions, is also available.

Daikin AC delivers total peace of mind to engineers, architects, building owners and contractors.



866-4DAIKIN www.daikinac.com



**Comfortable for
the customer.
Powerful for you.**

DAIKIN AC
absolute comfort

DNACUSE09-10