

D-GN-OT-2277 REV1

Date: June 1, 2022
To: Internal, Sales, Distribution, and Sales Representatives
From: David Palazzolo, Director – Residential Product Marketing
Subject: **REVISION - Product Transition Schedules for New DOE Designs**

This announcement serves as an update to D-GN-OT-2277, previously distributed on April 13, 2022.

Due to continued supplier challenges, some dates in the Product Transition Table have changed. Please see table below for changes highlighted in yellow. We will continue to keep you informed of future changes with additional PMN revisions.

INFORMATION BELOW FROM PREVIOUS PMN

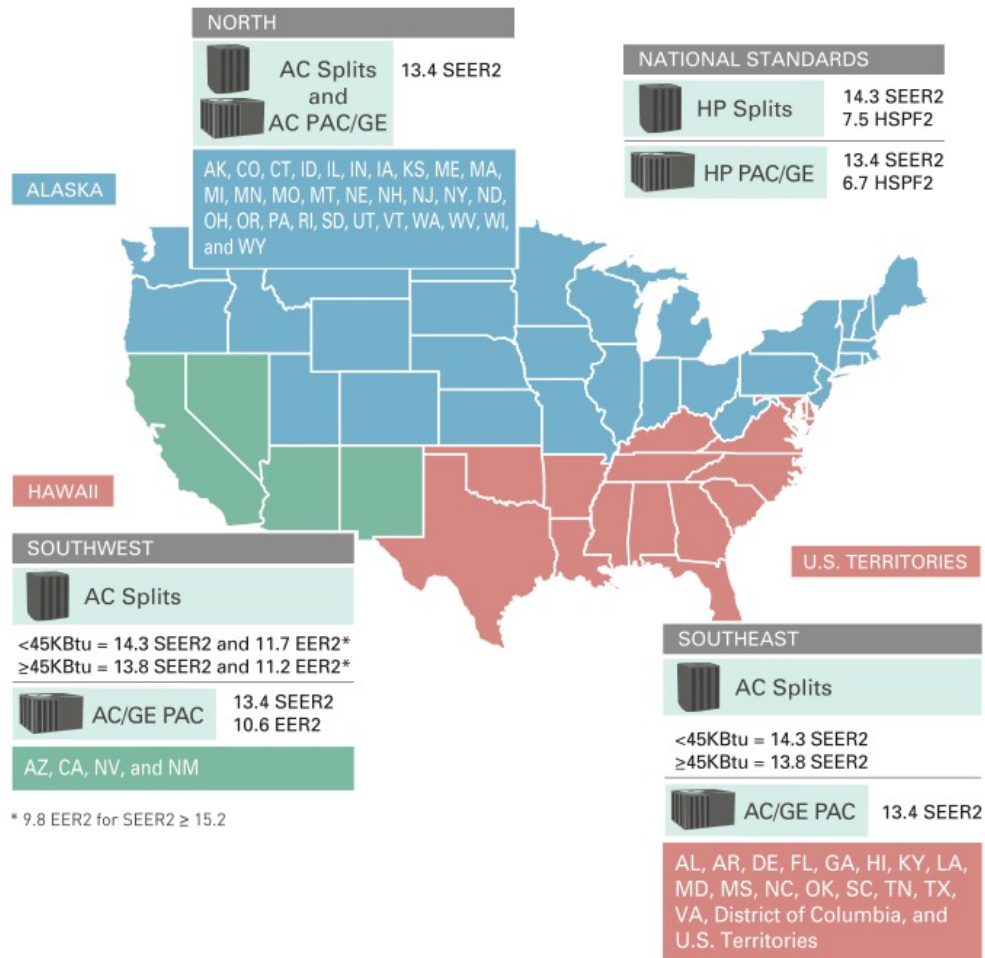
By now, you are aware of the upcoming transition in DOE requirements in minimum regional efficiencies for air conditioner and heat pump equipment starting January 1, 2023. Although some regions will have fewer impacts on transition than others, all regions will need to observe the transition schedules included in this communication to ensure success with the transition from existing product inventory to the planned new product inventory.

It is imperative in this tight supply chain environment for us to implement these guidelines for transition to have mutual success in planning and avoid disruptions to the end consumers. Please review the transition dates below and take careful consideration of your existing inventory before placing your remaining orders for existing designs and then create a successful transition to start ordering the new designs as outlined in the included tables.

All existing orders for old products will be reviewed by our Customer Service team. All order requests for old products must be received no later than the last order deadline shown for each model series. All outstanding orders for the old product type must be modified on or before the order modify deadline.

For all outstanding orders remaining for the old product as of the order modify deadline, Customer Service will reply as to product and amount available. That response is anticipated to be on or before the order request respond date for the model series. If you have not heard back from Customer Service by that date, please reach out to Customer Service to determine product availability.

Once you receive a response as to availability, you will have 5 business days to accept or reject the order, at which time the order will be considered non-cancellable. However, orders will be subject to product availability given the current supply chain environment. If the order is not shipped before the last order shipment date, then the order will be automatically cancelled, and Customer Service will contact you to place a new order for new product.



Product transition details are described on the following pages.

(Continued on next page)

Note: This Sales Bulletin constitutes "Confidential Information" as defined in, and is subject to the terms of, your Distributor Sales Agreement.



PRODUCT MARKETING NEWS

DAIKIN COMFORT TECHNOLOGIES NORTH AMERICA, INC.

Product Transition Table

Residential Unitary DOE Efficiency Changes Effective January 1, 2023

Phase Out							Installation After January 01, 2023			Phase In				
Old Product	Type	Model Series	Last Order Deadline	Order Modify Deadline	Order Request Response	Last Order Shipment	North	Southeast	Southwest	New Product	Model Series	Pricing and Spec's Availability	Initial Order Date	Shipment Start Date
13 SEER	AC	DX13SN	9/16/22	10/7/22	10/21/22	12/30/22	Y	N	N	13.4 SEER2	DX3SQN	11/21/22	11/28/22	January 2023
		DX13SA	9/16/22	10/7/22	10/21/22	12/30/22	Y	N	N		DX3SEN	11/21/22	11/28/22	January 2023
14 SEER	AC	DX14SN	6/10/22	7/1/22	7/15/22	9/23/22	Y	N	N	14.3 SEER2	DX4SQ	6/27/22	7/4/22	September 2022
		DX14SA	6/10/22	7/1/22	7/15/22	9/23/22	Y	N	N		DX4SE	6/27/22	7/4/22	September 2022
16 SEER Single Stage	AC	DX16SA	6/10/22	6/24/22	7/8/22	9/9/22	Y	N	N	15.2 SEER2 Single Stg.	DX5SE	6/6/22	6/13/22	July 2022
16 SEER Two Stage	AC	DX16TC	6/17/22	7/8/22	7/22/22	9/30/22	Y	N	N	Replace with 16.2 SEER2 Inverter Fit or 17.2 SEER2 Two Stage				
17 SEER Inverter Fit	AC	DX17VSS	6/10/22	7/1/22	7/15/22	9/2/22	Y	N	N	16.2 SEER2 Inverter Fit	DX6VS	7/11/22	7/18/22	September 2022
18 SEER Two Stage	AC	DX18TC	6/17/22	7/8/22	7/22/22	9/30/22	Y	Y	Y	17.2 SEER2 Two Stage	DX7TC	6/13/22	6/20/22	July 2022
20 SEER Inverter	AC	DX20VC	10/7/22	10/28/22	11/11/22	1/20/23	Y	Y	Y	19.2 SEER2 Inverter	DX9VC	12/12/22	12/19/22	January 2023
14 SEER	HP	DZ14SN	9/16/22	10/7/22	10/21/22	1/13/23	Y	Y	Y	14.3 SEER2	DZ4SQ	10/24/22	10/31/22	November 2022
		DZ14SA	9/30/22	10/21/22	11/4/22	1/13/23	Y	Y	Y		DZ4SE	10/24/22	10/31/22	November 2022
16 SEER Single Stage	HP	DZ16SA	6/10/22	6/24/22	7/8/22	9/9/22	Y	Y	Y	15.2 SEER2 Single Stg.	DZ5SE	6/6/22	6/13/22	July 2022
16 SEER Two Stage	HP	DZ16TC	10/14/22	11/4/22	11/18/22	1/27/23	Y	Y	Y	Replace with 16.2 SEER2 Inverter Fit or 17.2 SEER2 Two Stage				
17 SEER Inverter Fit	HP	DZ17VSA	6/10/22	7/1/22	7/15/22	9/2/22	Y	Y	Y	16.2 SEER2 Inverter Fit	DZ6VS	7/11/22	7/18/22	September 2022
18 SEER Two Stage	HP	DZ18TC	10/14/22	11/4/22	11/18/22	1/27/23	Y	Y	Y	17.2 SEER2 Two Stage	DZ7TC	3/27/23	4/3/23	April 2022
18 SEER Inverter	HP	DZ18VC	10/14/22	11/4/22	11/18/22	1/27/23	Y	Y	Y	Replace with 16.2 SEER2 Inverter Fit or 17.2 SEER2 Two Stage				
20 SEER Inverter	HP	DZ20VC	10/7/22	10/28/22	11/11/22	1/20/23	Y	Y	Y	19.2 SEER2 Inverter	DZ9VC	12/12/22	12/19/22	January 2023

(Continued on next page)

Note: This Sales Bulletin constitutes "Confidential Information" as defined in, and is subject to the terms of, your Distributor Sales Agreement.



PRODUCT MARKETING NEWS

DAIKIN COMFORT TECHNOLOGIES NORTH AMERICA, INC.

Product Transition Table

Residential Unitary DOE Efficiency Changes Effective January 1, 2023

Phase Out							Installation After January 01, 2023			Phase In				
Old Product	Type	Model Series	Last Order Deadline	Order Modify Deadline	Order Request Response	Last Order Shipment	North	Southeast	Southwest	New Product	Model Series	Pricing and Spec's Availability	Initial Order Date	Shipment Start Date
Wall mount AH	AHU	AWUF (even)	Early 2023	Early 2023	Early 2023	Mid 2023	Y	Y	Y	AWSF	AWSF	1/9/23	1/16/23	March 2023
		AWUF (odd)	Early 2023	Early 2023	Early 2023	Mid 2023	Y	Y	Y	AWST	AWST	8/1/22	8/8/22	August 2022
		AWUT	Early 2023	Early 2023	Early 2023	Mid 2023	Y	Y	Y	AWST	AWST	8/1/22	8/8/22	August 2022
Single Piece AH	AHU	ARUF	Early 2023	Early 2023	Early 2023	Mid 2023	Y	Y	Y	Single Piece AH	AMST	6/6/22	6/13/22	July 2022
Single Piece AH	AHU	ASPT	Early 2023	Early 2023	Early 2023	Mid 2023	Y	Y	Y	Single Piece AH	AMST	6/6/22	6/13/22	July 2022
Single Piece AH	AHU	DVPTC	Late 2023	Late 2023	Late 2023	Early 2024	Y	Y	Y	Single Piece AH	DMVT	1/16/23	1/23/23	February 2023
Ceiling Mount AH	AHU	ACNF	11/11/22	12/2/22	12/16/22	2/24/23	Y	Y	Y	Ceiling Mount AH	ACSF	1/16/23	1/23/23	February 2023
Single Piece AH	AHU	DVPEC	Late 2022	Late 2022	Late 2022	Early 2023	Y	Y	Y	Single Piece AH	DMVE	11/28/22	12/5/22	December 2022
Modular Blower	AHU	MBVC*00	Late 2023	Late 2023	Late 2023	Early 2024	Y	Y	Y	Modular Blower	MBVK	12/8/23	12/15/23	December 2023
Single Piece AH	AHU	DVFEC	9/23/22	10/14/22	10/28/22	1/6/23	Y	Y	Y	Single Piece AH	DFVE	11/28/22	12/5/22	December 2022
Res Pack H Models	PKG	DP14CH	5/13/22	6/3/22	6/17/22	8/26/22	Y	Y	Y	Res Pack H Models	DP3CH	7/18/22	7/25/22	August 2022
		DP14HH	5/13/22	6/3/22	6/17/22	8/26/22	Y	Y	Y		DP3HH	7/18/22	7/25/22	August 2022
		DP16HH	5/13/22	6/3/22	6/17/22	8/26/22	Y	Y	Y		DP5HH	7/18/22	7/25/22	August 2022
		DP15CH	5/13/22	6/3/22	6/17/22	8/26/22	Y	Y	Y		Replace with DP5HH or DP3CH			
Res Pack M - AC/HP	PKG	DP14HM	8/19/22	9/9/22	9/23/22	12/16/22	Y	Y	Y	Res Pack M - AC/HP	DP3HM	9/26/22	10/3/22	December 2022
		DP16HM	8/19/22	9/9/22	9/23/22	12/16/22	Y	Y	Y		DP5HM	9/26/22	10/3/22	December 2022
Res Pack M - Gas/D.F.	PKG	DP14GM	5/20/22	6/10/22	6/24/22	9/2/22	Y	Y	Y	Res Pack M - Gas/D.F.	DP3GM	7/25/22	8/1/22	September 2022
		DP16GM	5/20/22	6/10/22	6/24/22	9/2/22	Y	Y	Y		DP5GM	7/25/22	8/1/22	September 2022
		DP14DM	5/20/22	6/10/22	6/24/22	9/2/22	Y	Y	Y		DP3DM	7/25/22	8/1/22	September 2022

Note: This Sales Bulletin constitutes "Confidential Information" as defined in, and is subject to the terms of, your Distributor Sales Agreement.