



Dometic has signed a three-year exclusive air-conditioning supply contract with luxury boatbuilder Sunseeker. Image courtesy of Sunseeker Int.

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Dometic: Dometic Signs Exclusive Supply Contract with Sunseeker

Marine equipment specialist agrees three-year deal to provide luxury boatbuilder with its leading range of air-conditioning equipment

Dometic has signed a three-year exclusive air-conditioning supply contract with luxury boatbuilder Sunseeker.

Under the new commercial agreement, Dometic will operate as the sole air-

conditioning equipment supplier for Sunseeker's model range from 50ft to 131ft.

Representing the latest development in a successful 30-year long supply partnership, the deal confirms that Dometic will provide the current and next generation Sunseeker vessels with customised systems from its leading self-contained, split gas and chilled water ranges of air-conditioning equipment solutions.

Announcing the news, Steve Morris, Director of Marine Sales & Engineering – EMEA, Dometic, who negotiated the contract with support from Account Manager Greg Silman, said: "Confirmation of this exclusive agreement with an iconic British boatbuilder such as Sunseeker is a significant endorsement for our technology leadership in air-conditioning systems and installations, as well as recognition of many years of providing support and service to Sunseeker customers. We are delighted to further strengthen our established supplier relationship and for our sales people, technicians and service engineers to work even more closely with the Sunseeker team over the next three years.

"Sunseeker has set standards in the industry for many years, establishing its reputation for quality, luxury and innovation across the world with its sleek lines, open plan layouts and stylish interiors. We remain committed to providing high performance, reliable systems that meet the high expectations of the Sunseeker brand and its customers."

Tim Wright, Director of Supply Chain for Sunseeker, said: "We are pleased to agree this exclusive three-year contract with Dometic and to strengthen our longstanding supplier partnership. Air-conditioning equipment is an important aspect of onboard comfort for our customers, so it is of great value to Sunseeker that we can continue to place our trust in Dometic's engineers to deliver and customise superior systems for our yachts."

Working directly with Sunseeker to design systems into new craft, Dometic supplies the OEM with three types of system that can be installed depending on the size and lay out of the vessel. These range from the self-contained direct expansion system, to the split-gas direct expansion system, up to the high-capacity chilled water systems ideal for superyachts. Dometic also delivers after-sales service through its extensive network of trained service engineers, distributors and dealers who guarantee unmatched global

customer support.

Sunseeker continues to dominate the superyacht industry up to 160ft, delivering another nine yachts over 100ft in the last year. It will be showcasing the 131 Yacht and the 116 Yacht at this year's Monaco Yacht Show and will have its full line up of six luxury motor yachts on display at the Southampton Boat Show where visitors will have the opportunity to view the UK premiere of the Predator 50 and see the flagship Predator 74.

Dometic, a global market leader in branded solutions for mobile living in the areas of climate, hygiene and sanitation, and food and beverage, is the world's largest marine air conditioning manufacturer, with a long history of producing marine-rugged air conditioners and a reputation for quality, award-winning innovations. The company's latest breakthrough for chillers – using titanium instead of cupronickel condenser coils – has raised the bar for the industry, providing boaters, captains and boat builders with a vastly more corrosion-resistant material that extends the life of cooling systems. Dometic is also leading the way in satisfying demand for more efficient and quieter units with plans to continue integrating variable speed technology throughout its next generation of air-conditioning systems.

Dometic supplies air-conditioning, sanitation, refrigeration, galley, watermakers and other equipment to a wide range of OEMs.

Visit Dometic at this year's Southampton Boat Show at Stand J361 or go to www.dometic.com for more information.

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For further information, please contact:

Alan Diamond, Marketing Manager

Dometic

alan.diamond@dometic.com

+44 (0) 344 626 0133

or

Jules Riegal

Saltwater Stone

j.riegal@saltwater-stone.com

+44 (0) 1202 669244

About Dometic

Dometic enriches people's experiences when away from home by providing smart, reliable products with outstanding design for mobile living in the areas of Climate, Hygiene & Sanitation and Food & Beverage. Dometic manufactures and sells products within these areas for use in mainly recreational vehicles, trucks and premium cars, cruisers and work boats, and for a variety of other uses. Dometic operates 28 manufacturing/assembly sites in North America, South America, Europe and Asia-Pacific. Dometic products are sold in more than 100 countries. Dometic has 8,800 employees and is listed on NASDAQ Stockholm.

For more information on Dometic, please visit: dometic.com.