

Amana Brand 2018 Consumer Financing Program – CANADA ONLY

Eligible Participants and Timing:

This program is eligible for a licensed independent Amana Brand Heating and Air Conditioning Brand Dealers in Canada ONLY. The 3% standard buy down will run year-round, but claims must be submitted by the end of each quarter per the guidelines below.

- Canadian Homeowner must purchase equipment and execute a consumer financing contract with any lender between **July 1, 2018 and September 30, 2018**.
- Licensed Amana Brand Dealer must **install qualifying equipment between July 1, 2018 and September 30, 2018**.
- All consumer **financing contracts must be funded by October 15, 2018**.
- All buy down **rebate claims must be submitted by October 31, 2018**.
 - Late claims will be paid out at 50% of the dealer rebate amount only for a short period after the initial deadline. Any late claims will be paid at Goodman Manufacturing's discretion.

Standard Amana 3% Financing Buy Down - Qualifying Amana Equipment

- Installation of a complete Amana HVAC "system" is not required. See eligible product matrix* for full details.
- To qualify for the Amana Brand 2018 financing buy down, the consumer financing contract must include either:
 - **An AVXC20, AVZC20, AVZC18, ASXC18, ASZC18, ASXC16, ASZC16, ASX16, ASZ16 Outdoor Unit OR**
 - **An AMVM97, ACVM97, AMVC96, ACVC96, AMVC8, ADV8, ACVC8 Furnace OR**
 - **An AVPTC, AVPVC, AVPEC, MBVC Air Handler OR**
 - **An APG16M, APH16H, APH16M, APC15H, APD14M Packaged Unit**

Standard Amana 3% Financing Buy Down

- Consumer financing buy down is fulfilled by a **3% rate rebate to the Amana Brand Dealer** for any consumer financing contract on eligible equipment during the program period.
- If the standard dealer discount rate is less than 3%, the rebate will be calculated based on that lower discount rate.
- **Example below:**
 - Example Amount Financed: \$12,500
 - Standard Dealer Discount Rate: 7.25% = \$906.25 discount rate amount paid by dealer
 - Amana brand Discount Rate participation rebated to dealer: **3.0% = \$375**
 - Net Promotional Dealer Discount Rate: 4.25% or \$531.25 net amount paid by dealer

Additional Amana Special Rates 20 SEER Consumer Financing Buy Down (July 1, 2018 – September 30, 2018)

- Special Rates Consumer Financing buy downs will be offered only on **Amana brand 20 SEER variable-speed, inverter equipment** (either AVXC20, AVZC20 models) installed July 1, 2018 – September 30, 2018. Installation of a complete "system" is not required. Amana Brand Dealers will not be required to re-enroll with EGIA to submit claims.

All Canada Amana brand dealers (except Quebec)

- Amana Brand Dealers will be able to choose between two special financing offers:
 1. **12 Months No Interest, No Payments:** Up to an 8% rebate through Financeit, or any lender offering the plan. Financeit special 1.00% rate reduction available during promo period. Net dealer fee after Amana buy down is 0.99%. Rebate does not include credit card processing fee.
 2. **3.99% APR for 10 Years:** Up to an 8% rebate through Financeit, or any lender offering the plan. Net dealer fee after Amana buy down is 0%. Rebate does not include credit card processing fee.

Amana brand dealers in Quebec only

- Amana Brand Dealers will be able to choose between two special financing offers:
 - **12 Months No Interest, No Payments:** Up to an 8% rebate through Financeit, or any lender offering the plan. Financeit special 1.00% rate reduction available during promo period. Net dealer fee after Amana buy down is 1.99%. Rebate does not include credit card processing fee.
 - **5.99% APR for 5 Years:** Up to a 6% rebate through Financeit, or any lender offering the plan. Net dealer fee after Amana buy down is 0%. Rebate does not include credit card processing fee.
- For all other eligible equipment, Consumer Financing buy downs will continue to be fulfilled by a 3% rate rebate to the Amana Brand Dealer for any consumer financing contract during the program period. The Amana Brand Dealer can execute consumer financing with the lender of their choice. The dealer is responsible for submitting the consumer financing rebate claim form and all supporting paperwork to Amana to claim the buy down. Rebate does not include credit card processing fee.

Consumer Financing Details:

- Amana Brand 2018 Consumer Financing Program can be executed by any lender selected by the dealer.
- All financing plans are subject to applicable origination fees and credit card processing fees.
- Homeowners are subject to credit approval by lenders.
- Finance contracts are subject to a \$15,000 CAD maximum retail sale amount.
- Sales amount used to calculate financing buy down rebate excludes taxes.
- Dealer's account with Goodman Manufacturing must be in good standing.

Rebate Claims Process:

- Amana Brand Dealer is "funded" by their finance company for each qualifying job, less appropriate discount cost plus any applicable credit card processing fee.
- **Amana Brand Dealer is responsible for submitting the consumer financing rebate claim form and all supporting paperwork to Goodman Manufacturing by October 31, 2018.** Supporting paperwork includes:
 - Copy of customer signed contract - must clearly show Amana brand models claimed for consumer financing buy down.
 - Proof of funding
- Consumer Finance rebate claim forms and supporting documentation should be emailed to rebatescustomerservice@goodmanmfg.com
- All jobs submitted under the Amana Brand Consumer Financing Program must be funded by 10/15/18 and financing buy down claims submitted by 10/31/18.

***Eligible Product Matrix:**

Finance Contract must include EITHER a high efficiency outdoor unit from the list below OR a high efficiency indoor unit from the list below. Installation of a complete “system” is not required.

Outdoor Units		Indoor Units		Packaged Units
Air Conditioners	Heat Pumps	Furnaces	Air Handlers	Models
AVXC20	AVZC20	AMVM97 OR ACVM97	AVPTC	APG16M
	AVZC18	AMVC96 OR ACVC96	AVPVC	APH16H
ASXC18	ASZC18	AMVC8, ADV8 OR ACVC8	AVPEC	APH16M
ASXC16	ASZC16		MBVC	APC15H
ASX16	ASZ16			APD14M

Only models highlighted in yellow qualify for the Amana Special Rates 20 SEER Consumer Financing Buy Down, which does not require a complete system to qualify for higher buy down.

Advertising Guidelines:

If an Amana Brand Dealer plans to advertise any consumer financing offers, dealer should include **plan specific advertising disclaimers provided by the actual lender.**