

Finance Buydown

Form ID: 20101048890111026
Date: 10/1/2020 4:01:59 PM
Distributor ID: 10488901
Distributor Name: GDI - SALT LAKE CITY (512)
User Name: Kalani White
Street: 2865 south 1030 west
City: salt lake city
State: UT
Zip: 84119
Phone: 801-886-0080
Fax:

Dealer Information

Mincron #: 186054
Name: ONE STOP HEATING & AC LLC
DBA:
DBA:
DBA:
Address:
Street: 611 W 9560 S
City: SANDY
State: UT
Zip: 84070
Phone: 8013559500
Total HVAC Spend: 500k-750k
Primary Dealer Type: AOR
AOR Dealer Type: Support
Primary Brands: Goodman
Program Tag:
Eligible Brands: Goodman Unitary
Eligible finance offers: 3% Contractor Fee Discount
Eligible product families:
Goodman 95%+ Furnaces (Variable Speed)
Goodman 96%+ Modulating Furnaces
Goodman Condensers 16 SEER (single stage)
Goodman Condensers 16 SEER (two stage)
Goodman Condensers 18 SEER

Goodman Heat Pumps 16 SEER (single stage)
 Goodman Heat Pumps 16 SEER (two stage)
 Goodman Heat Pumps 18 SEER
 Variable Speed Air Handlers
 Variable Speed Modular Blower

I understand the actual discount to contractor will not to exceed published contractor fee and will communicate this information to the registered dealer once or if approved.: Yes

Select the product line that will account for the largest portion of the requested program:

Goodman Unitary

Start Date:

9/1/2020

End Date:

12/31/2021

Month	Year	Sales
Sep	2019	\$11,450
Oct	2019	\$23,768
Nov	2019	\$18,052
Dec	2019	\$20,274
Jan	2020	\$26,929
Feb	2020	\$25,117
Mar	2020	\$7,939
Apr	2020	\$-889
May	2020	\$0
Jun	2020	\$0
Jul	2020	\$0
Aug	2020	\$2,473
	Total	\$135,113

Goodman Participation Percentage: 100

Estimated Price Multiplier: 0.82

Estimated Sales for Program Period: 300,000

Objective: Share of Wallet Growth (SOW)

Situation Details: Returning dealer who left earlier this year. Part of new program to get business back to 100%.

Attachments:

Additional Comments:

Does this Dealer purchase Goodman, Amana or Daikin products from any other Distributor? No

