

Finance Buydown

Form ID: 20121048240111035
 Date: 12/15/2020 12:09:07 PM
 Distributor ID: 10482401
 Distributor Name: GDI - DALLAS/CARROLTON (326)
 User Name: Eric Mount
 Street: 1621 Hutton Drive Ste 100
 City: Carrollton
 State: TX
 Zip: 75006
 Phone:
 Fax:

Dealer Information

Mincron #: 100056
 Name: BUD ANDERSON HTG & CLG
 DBA:
 DBA:
 DBA:
 Address:
 Street: PO BOX 1279
 City: LOWELL
 State: AR
 Zip: 72745
 Phone: 4799272700
 Total HVAC Spend: 2MM
 Primary Dealer Type: AOR
 AOR Dealer Type: Brand
 Primary Brands: Daikin
 Program Tag:
 Eligible Brands: Daikin Unitary
 Daikin Ductless
 Eligible finance offers: EXCEPTION - Contractor Fee Discount
 Eligible product families: 2MXL_QMVJU - Daikin AURORA Series Outdoor Multi-Split Heat Pump
 3MXL_QMVJU - Daikin AURORA Series Outdoor Multi-Split Heat Pump
 3MXL_RMVJU - Daikin AURORA Series Outdoor Multi-Split Heat Pump

- 4MXL_TVJU - Daikin AURORA Series Outdoor Multi-Split Heat Pump
- Daikin 17 Series
- Daikin 80% Furnaces
- Daikin 80% Furnaces (Variable Speed)
- Daikin 95%+ Furnaces
- Daikin 95%+ Furnaces (Variable Speed)
- Daikin 96%+ Modulating Furnaces
- Daikin 90% Furnaces
- Daikin Condensers 14 SEER
- Daikin Condensers 16 SEER (single stage)
- Daikin Condensers 16 SEER (two stage)
- Daikin Condensers 18 SEER
- Daikin Condensers 20 SEER
- Daikin Ductless - 19 Series
- Daikin Ductless - LV Series
- Daikin Ductless - Multi Split MXS
- Daikin Ductless - Quaternity FTXG
- Daikin Heat Pumps 14 SEER
- Daikin Heat Pumps 16 SEER (single stage)
- Daikin Heat Pumps 16 SEER (two stage)
- Daikin Heat Pumps 18 SEER
- Daikin Heat Pumps 20 SEER
- Daikin Package Cool 14 SEER
- Daikin Package Cool 15 SEER
- Daikin Package Dual Fuel 14 SEER
- Daikin Package Gas 14 SEER
- Daikin Package Gas 15 SEER
- Daikin Package Gas 16 SEER
- Daikin Package Heat 14 SEER
- Daikin Package Heat 15 SEER
- Daikin Package Heat 16 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: Daikin Unitary

Start Date: 1/1/2021

End Date:

12/31/2021

Month	Year	Sales
Jan	2020	\$121,144
Feb	2020	\$130,479
Mar	2020	\$121,235
Apr	2020	\$124,908
May	2020	\$131,352
Jun	2020	\$382,520
Jul	2020	\$226,598
Aug	2020	\$136,964
Sep	2020	\$105,615
Oct	2020	\$114,711
Nov	2020	\$96,300
Dec	2020	\$96,653
	Total	\$1,788,479

Goodman Participation Percentage: 100

Estimated Price Multiplier: 0.88

Estimated Sales for Program Period: 1,300,000

Objective: Response to Competitive Action

Competitive Action Includes: Amana / Pricing

Situation Details:

Provide BA with a 8% finance buydown to give them an advantage in the market. Will keep them equal to Large Trane dealer in area.

Attachments:

Additional Comments: this 8% is a continuation of last 2 tears

Does this Dealer purchase

Goodman, Amana or Daikin products No
from any other Distributor?