



**From:** waynecastor@aechvac.com  
**Subject:** FW: Finance BuydownForm Approval  
**Date:** January 11, 2022 at 6:55 AM  
**To:** Gregg Hamm gregghamm@aechvac.com  
**Cc:** Joy Heckman joyheckman@aechvac.com

Conditioned Air Solutions LLC – Finance Buy Down PAP approval

Wayne

Wayne Castor  
 Director of Unitary Sales  
 ASSOCIATED EQUIPMENT CO. Inc.  
 C 412-736-1290  
 O 615-885-2149 x 231

**From:** programs@goodmanmfg.com <programs@goodmanmfg.com>  
**Sent:** Tuesday, January 11, 2022 6:37 AM  
**To:** waynecastor@aechvac.com  
**Subject:** Finance BuydownForm Approval

Note: Please do not reply to this message via email. This address is automated no reply address that does not accept emails. For support please email [PAPSupport@goodmanmfg.com](mailto:PAPSupport@goodmanmfg.com)

**The following form has been approved:**

**Form ID:** 22011003600011156  
**Form Type:** Finance Buydown  
**Submitting Distributor:** ASSOC EQUIP CO / DELAWARE  
**Date Submitted:** 1/5/2022 8:57:59 AM

Form ID:	22011003600011156
Date:	1/5/2022 8:57:59 AM
Distributor ID:	10036000
Distributor Name:	ASSOC EQUIP CO / DELAWARE
User Name:	Wayne Castor
Street:	1922 ELM TREE DR
City:	NASHVILLE
State:	TN
Zip:	37210-3718
Phone:	6158852149
Fax:	6158852295
Dealer Name:	Conditioned Air Solutions LLC
Address:	
Street:	200 Dan Tibbs Rd NW
City:	Huntsville
State:	AL
Zip:	35806-3730
Phone:	(256) 428-1083

PHONE: (202) 420-1000

Account No: 06452

Program Tag:

Eligible Brands: Daikin Unitary

Eligible finance offers: 4% Contractor Fee Discount

Eligible product families:

- Daikin 80% Furnaces
- Daikin 80% Furnaces (Variable Speed)
- Daikin 90% Furnaces
- Variable Speed Air Handlers
- Variable Speed Modular Blower
- Daikin 95%+ Furnaces
- Daikin 95%+ Furnaces (Variable Speed)
- Daikin Condensers 14 SEER
- Daikin Heat Pumps 14 SEER
- Daikin Package Dual Fuel 14 SEER
- Daikin Package Gas 14 SEER
- Daikin Package Heat 14 SEER
- Daikin Package Cool 14 SEER

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: 1/1/2022

End Date: 12/31/2022

Month	Year	Sales
Jan	2021	49,625.00
Feb	2021	77,866.00
Mar	2021	80,714.00
Apr	2021	88,469.00
May	2021	103,840.00
Jun	2021	100,151.00
Jul	2021	137,354.00
Aug	2021	98,018.00
Sep	2021	90,374.00
Oct	2021	101,711.00
Nov	2021	78,177.00
Dec	2021	0.00
	Total	1,006,299.00

Goodman Participation Percentage: 80

Estimated Price Multiplier: 0.85

Estimated Sales for Program Period: 500000.00

Estimated Share of Wallet (SOW): 200k-300k

Primary Dealer Type: AOR

AOR Dealer Type: Support

Primary Brands:

Objective: Response to Competitive Action

Competitive Action Includes:	Amana/Pricing/
Situation Details:	Renewing program-put in place to compete with other brands offering a buy down on the 14 SEER products.
Additional Comments:	
Does this Dealer purchase Goodman, Amana or Daikin products from any other Distributor?	No
Who, Please Explain?	