

Finance Buydown

Form ID: 21101747250111145
Date: 10/25/2021 12:16:30 PM
Distributor ID: 17472501
Distributor Name: GDI-ELGIN
User Name: Phillip Kowalewski
Street: 2510 Vantage Dr.
City: Elgin
State: IL
Zip: 60124
Phone:
Fax:

Dealer Information

Mincron #: 162584
Name: AARON & TRECKER HTG & AIR COND
DBA:
DBA:
DBA:
Address:
Street: *LPJS INC
232 TESLER RD
City: LAKE ZURICH
State: IL
Zip: 60047
Phone: 8475409585
Total HVAC Spend: 400k-500k
Primary Dealer Type: AOR
AOR Dealer Type: Support
Primary Brands: Amana
Program Tag:
Eligible Brands: Goodman Unitary
Amana Unitary
Daikin Ductless
Eligible finance offers: 4% Contractor Fee Discount
Eligible product families: Amana 80% Furnaces
Amana 80% Furnaces (Variable Speed)
Amana 90% Furnaces

Amana 95%+ Furnaces
Amana 95%+ Furnaces (Variable Speed)
Amana 96%+ Modulating Furnaces
Amana Condensers 13 SEER
Amana Condensers 14 SEER
Amana Condensers 16 SEER (single stage)
Amana Condensers 16 SEER (two stage)
Amana Condensers 18 SEER
Amana Condensers 20 SEER
Amana Heat Pumps 13 SEER
Amana Heat Pumps 14 SEER
Amana Heat Pumps 16 SEER (single stage)
Amana Heat Pumps 16 SEER (two stage)
Amana Heat Pumps 18 SEER
Goodman 95%+ Furnaces
Goodman 95%+ Furnaces (Variable Speed)
Goodman 96%+ Modulating Furnaces
Goodman Condensers 13 SEER (R-410A)
Goodman Condensers 14 SEER
Goodman Condensers 16 SEER (single stage)
Goodman Condensers 16 SEER (two stage)
Goodman Condensers 18 SEER
Goodman Heat Pumps 13 SEER (R-410A)
Goodman Heat Pumps 14 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
Goodman 80% Furnaces
Goodman 80% Furnaces (Variable Speed)
Goodman 90% Furnaces
Daikin Ductless - 19 Series
Daikin Ductless - LV Series
Daikin Ductless - Quaternity FTXG
Amana Heat Pumps 20 SEER
2MXL_QMVJU - Daikin AURORA Series Outdoor Multi-Split Heat Pump
Daikin 17 Series
Daikin Ductless - Multi Split MXS
3MXL_RMVJU - Daikin AURORA Series Outdoor Multi-Split Heat

Pump
 3MXL_QMVJU - Daikin AURORA Series Outdoor Multi-Split Heat Pump
 4MXL_TVJU - Daikin AURORA Series Outdoor Multi-Split Heat Pump

I understand the actual discount to contractor will not 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:

Amana Unitary

Start Date:

1/1/2022

End Date:

12/31/2022

Month	Year	Sales
Jan	2021	\$3,590
Feb	2021	\$8,222
Mar	2021	\$12,188
Apr	2021	\$36,331
May	2021	\$43,890
Jun	2021	\$39,882
Jul	2021	\$31,760
Aug	2021	\$49,647
Sep	2021	\$26,742
Oct	2021	\$34,076
Nov	2021	\$0
Dec	2021	\$0
	Total	\$286,328

Goodman Participation Percentage: 100

Estimated Price Multiplier: 0.85

Estimated Sales for Program Period: 400,000

Objective: Share of Wallet Growth (SOW)

Situation Details: Gain SOW from Bryant, using Finance buy down to encourage dealer to stop using Bryant and their 5% discount on financing.

Attachments:

Additional Comments:

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