

Finance Buydown

Form ID: 23071001000011265
Date: 7/28/2023 11:12:36 AM
Distributor ID: 10010000
Distributor Name: EAST COAST METAL DISTRIBUTORS, INC.
User Name: Debbie Cutlip
Street: 1313 S. Briggs Ave
City: Durham
State: NC
Zip: 27703
Phone: [919-598-5030](tel:919-598-5030)
Fax: [919-598-1404](tel:919-598-1404)

Dealer Information

Dealer Name: HILLER PLBG,HTG,CLG & ELECTRIC
DBA:
DBA:
DBA:
Address:
Street: 915 MURFREESBORO PIKE
City: NASHVILLE
State: TN
Zip: 37217-1501
Phone: [\(615\) 292-6110](tel:615-292-6110)
Account No: 750503
Total HVAC Spend: 0-50k
Primary Dealer Type: AOR
AOR Dealer Type: Support
Primary Brands:
Program Tag:
Eligible Brands: Amana Unitary

Eligible finance offers:

3% Contractor Fee Discount

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 13 SEER (Base)

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 13 SEER (Base)

Amana Heat Pumps 14 SEER

Amana Heat Pumps 16 SEER (single stage)

Eligible product families:

Amana Heat Pumps 16 SEER (two stage)

Amana Heat Pumps 18 SEER

Amana Package Cool 13 SEER

Amana Package Cool 14 SEER

Amana Package Cool 15 SEER

Amana Package Dual Fuel 14 SEER

Amana Package Gas 13 SEER

Amana Package Gas 15 SEER

Amana Package Gas 16 SEER

Amana Package Heat 13 SEER

Amana Package Heat 14 SEER

Amana Package Heat 15 SEER

Amana Package Heat 16 SEER
 Variable Speed Air Handlers
 Variable Speed Modular Blower
 Amana Package Gas 14 SEER
 Amana Heat Pumps 20 SEER
 14 SEER Gas Electric Package Units

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

Start Date: 7/1/2023

End Date: 12/31/2023

Month	Year	Sales
Jul	2022	\$570,190
Aug	2022	\$386,702
Sep	2022	\$333,408
Oct	2022	\$258,448
Nov	2022	\$237,932
Dec	2022	\$417,860
Jan	2023	\$394,203
Feb	2023	\$502,898
Mar	2023	\$623,522
Apr	2023	\$630,198
May	2023	\$954,213
Jun	2023	\$0
	Total	\$5,309,574

Goodman Participation Percentage: 80

Estimated Price Multiplier: 0.90

Estimated Sales for Program Period: 4,000,000

Objective: Share of Wallet Growth (SOW)

Situation Details: maintain and grow in SOW

Attachments:

Additional Comments: Eligible product families to include all Amana 14 seer and above and all Amana S; this is a 3% buydown

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

Date	Status	User	Comment	Reviewed
7/31/2023 1:39:21 PM	Approved	Jumer Figura		No
7/31/2023 10:26:08 AM	Approved	John Lyons		No
7/28/2023 11:40:55 AM	Approved	Shane Stem	John, this should have all the correct info regarding the buy down.	Yes