



19001 Kermier Road  
Waller, TX 77484

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## 2023 Equipment Purchase Program Guidelines

### Quality One Service Network

Presented to: Susan Northcutt

Presented by: Jeff Freese  
Division Vice President  
Daikin Comfort Technologies

Date: January 31, 2023

Daikin Comfort Technologies is pleased to provide Daikin, Goodman, and Amana brand HVAC equipment for your residential, light commercial, and mini-split applications. The following outlines the scope of our plans to support your business for the program period which runs from 1/1/2023 to 12/31/2023.

- **Pricing for Daikin / Amana / Goodman Products:**

- Pricing will be set by local Daikin Comfort Technologies COD location or independent distributor.
- All pricing is subject to list price changes that may occur throughout the year. We will provide a 30-day notice of any impending price increase.

- **2023 Dealer Growth Rebate Plan:**

All Quality One Buying Group dealers will be enrolled in the 2023 Dealer Growth Program for the 1/1/2023 through 12/31/2023 period.

**Quarterly Volume Rebates will be paid as follows:**

- \$0 – \$1,510,384 @ 1% after reaching minimum of \$1,359,345 (back to dollar one).
  - \$1,510,384 is 2022 group purchase total after removing Minnick's and R&B.
  - 2023 minimum requirement is set at 90% of prior year purchase volume.
- \$1,510,385 - \$1,963,500 @ 3% (on incremental purchases from \$1,510,385 to \$1,963,500).
  - This range is 100% to 130% of prior year group purchases.
- \$1,963,501 – unlimited @ 5% (on incremental purchases above \$1,963,500).

- A volume rebate will be paid on all Daikin, Amana, and Goodman branded residential unitary and Daikin branded ductless and light commercial equipment, provided the \$1,359,345 annual minimum purchase target is met.

- Rebates will be paid in the form of a check in approximately 6-8 weeks after end of calendar quarter(s) after reaching minimum of \$1,359,345.

- Rebate excludes ASURE extended warranties and all direct sale job accounts.



DAIKIN COMFORT TECHNOLOGIES NORTH AMERICA, INC.

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**Purchase Target:**

2023 Estimated Minimum Serialized Equipment Purchases: \$                     

By signing this proposal, you agree to the program terms stated herein. Additionally, you agree to deliver the above stated sales revenue to the best of your ability.

Accepted by:

Susan L Northcutt

Date: 2/20/2023

Susan Northcutt  
Executive Director  
Quality One Service Network

Program Submitted by:

Jeff Freese

Date: 2/25/23

Jeff Freese  
Division Vice President  
Daikin Comfort Technologies