

ClimateMaster Fall Program



September 2010

FALL HIGHLIGHTS

CONSUMER INSTANT REBATE

Up to \$1000 instant rebate for your customers.

SALES SPIFF

Up to \$75 for every unit you sell!

30% TAX CREDIT ON GEOTHERMAL EQUIPMENT

No cap!

SPECIAL FINANCING

Special financing rates through EGIA GEOSmart & Keystone HELP!

GEOTHERMAL ACCESSORIES NOW IN STOCK

HVAC now carries a full line of geothermal accessories. We've got everything you need for your next project!

Fall Triple Play

Program Dates: September 15, 2010 - December 18, 2010



CONSUMER INSTANT REBATE (up to \$1000)

Eligible Products Include:

High Efficiency Unit	Consumer Rebate Amount	HVAC/ClimateMaster Share	Dealer Share
Tranquility 27 (TT) Series	\$1000	\$500	\$500
Tranquility 27 (TTP) Series	\$500	\$250	\$250
Tranquility 20 (TS) Series	\$500	\$250	\$250
Hi-Temp Water to Water (THW)	\$500	\$250	\$250
Mid-Temp Water to Water (TMW)	\$500	\$250	\$250

*Customer must buy geothermal accessories from HVAC in order to qualify for rebate. Rebates are only available for System Sales.

*Split Units must be matched with ClimateMaster air handler (TAH Series).

SALES SPIFF

Description	Spiff Amount
Tranquility 27 (TT) Series	\$75
Tranquility 27 (TTP) Series	\$50
Tranquility 20 (TS) Series	\$50
Hi-Temp Water to Water (THW)	\$50
Mid-Temp Water to Water (TMW)	\$50

\$100 EXTENDED LABOR WARRANTY (ORIGINAL DEALER PRICE - \$265)

EWOSL3 - 10-Year Extended Labor Policy. Warranty form is enclosed. Fill it out, send it in, and we'll take care of the rest!

PUBLISHED BY:

HVAC DISTRIBUTORS, INC.

HVAC Distributors, Inc. is a full-service wholesale distributor and manufacturers representative of residential and light commercial heating and air-conditioning equipment and accessories. We serve the residential new construction, residential replacement, and light commercial segments of the HVAC industry in all of central and eastern Pennsylvania.

800-228-4822 | www.hvacdist.com

FEDERAL TAX CREDIT REMINDER

In October 2008, geothermal heat pumps were added to section 25D of the Internal Revenue Code, which provides a 30% tax credit for spending on qualified property placed in service through the end of 2016. The credit was made retroactive to the beginning of 2008, and was capped at \$2,000. In February 2009, the \$2,000 cap was removed for property placed in service after December 31, 2008.

There is no limit to the amount of the tax credit that can be claimed on the properties placed in service after January 1, 2009. It can be used to offset both regular income taxes AND alternative minimum taxes. If the tax credit exceeds the income tax liability, the remaining balance can be carried forward into future years. For more detailed information on the tax credit, ask your sales representative for a copy of ClimateMaster's Guide To Federal Tax Incentives for Residential Geothermal Heat Pumps, shown inside.

PROGRAM INSTRUCTIONS/GUIDELINES:

HVAC Distributors must receive all rebate claims no later than December 31, 2010 or claim will be forfeited. Customer must sign form-no exceptions! No Signature, No Serial Numbers/Sales Invoice = No Rebate.

Processing: The dealer should fill out Rebate form (found at www.hvacdist.com/forms), and mail with a copy of the HOME-OWNER'S invoice to HVAC Distributors, Inc., ATTN: Heather Seitz. You can also fax to 717-928-2080. Please make sure the dealer portion of Rebate Form is filled out, including serial numbers. Customer must sign form acknowledging that they received the rebate at the time of transaction. Upon receipt of Rebate Form, HVAC Distributors will credit your account for the specified amount. A copy of this credit will be sent to you.

Job Quotes Excluded / No New Construction.

This is a great closing opportunity for your sales people. Many other manufacturers offer rebates that require payment in full and the customer must wait 6-8 weeks for the rebate to arrive. You can now offer an on the spot rebate!

CONSUMER FINANCING INFORMATION

KEYSTONE HELP®

Pennsylvania homeowners can improve the energy efficiency of their homes with special financing and rebates for high efficiency heating, air conditioning, insulation, windows, doors, geothermal and "whole house" improvements using Home Performance with Energy Star. Principally supported by the Department of Environmental Protection, Pennsylvania Treasury Department and the Pennsylvania Housing Finance Agency, the Keystone HELP® program helps make affordable energy efficiency available to all Pennsylvanians. Keystone HELP is administered by AFC First Financial Corporation, a Pennsylvania energy efficiency lender.



BECOME AN APPROVED CONTRACTOR

AFC First seeks to build mutually beneficial relationships with high quality contractors in the energy efficiency industry. A high quality of work, a commitment to customer service, financial stability and personal integrity are the characteristics we value in an Approved Contractor.

Approved AFC First Keystone HELP Contractors are authorized to perform work under this program. They are not agents of AFC First Financial Corporation.

Our goal is to provide you and your customers with the best and most simple financing program available.

For more information, visit the program's website: www.keystonehelp.com and view detailed information on how to become an approved AFC First Keystone HELP Contractor and get more information on the available financing options.

KEYSTONE HELP® LOAN PROGRAMS

Unsecured Loan for ENERGY STAR			\$1,000 to \$15,000
For HEATING, COOLING, WINDOWS, DOORS, INSULATION and other qualifying improvements that are ENERGY STAR qualified or meet program standards.	6.99% 3,5 or 10 Year Term	- Unsecured, No Lien - \$150,000 Max. Household Income	
Unsecured Loan for ADVANCED PERFORMANCE			\$1,000 to \$15,000
For HEATING, COOLING, CLOSED LOOP GEOTHERMAL, INSULATION and other qualifying improvements that exceed ENERGY STAR or meet program ADVANCED PERFORMANCE standards	5.99% 3,5 or 10 Year Term	- Unsecured, No Lien - \$150,000 Max. Household Income	
Unsecured Loan for WHOLE HOUSE with Certified Energy Audit			\$1,000 to \$15,000
For improvements recommended by a Certified Energy Audit. Predicted minimum energy savings of 15% to 25% required, depending on your energy profile.	4.99% 3,5 or 10 Year Term Plus \$325 Audit Credit	- Unsecured, No Lien - \$150,000 Max. Household Income	
Secured Loan for WHOLE HOUSE with Certified Energy Audit			\$5,000 to \$35,000
For improvements recommended by a Certified Energy Audit. Predicted minimum energy savings of 15% to 25% required, depending on home's energy profile.	3.875% to 6.375% Based on Home's Equity and Loan Term 10,15 or 20 Year Term Plus \$325 Audit Credit	- Up to 120% of Home's Value - 1 st , 2 nd or 3 rd Lien - \$150,000 Max. Household Income	
ENERGYLOAN® PROGRAMS <i>For Improvements and Borrowers Not Eligible for Keystone HELP</i>			
Secured Loan for OTHER ENERGY IMPROVEMENTS incl. SOLAR <i>No Income Limits</i>			\$5,000 to \$35,000
For installation of non-qualifying Keystone HELP improvements that are energy efficient, including SUNROOMS (Heated), SOLAR THERMAL, SOLAR PV, CLOSED AND OPEN LOOP GEOTHERMAL	6.375% to 8.875% Based on Home's Equity and Loan Term 10,15 or 20 Year Term	- Up to 120% of Home's Value - 1 st , 2 nd or 3 rd Lien - No Income Limits	
Unsecured Loan for OTHER ENERGY IMPROVEMENTS <i>No Income Limits</i>			\$2,500 to \$20,000
For all makes and models of HEATING, COOLING, WINDOWS, DOORS, INSULATION, SOLAR THERMAL, WATER TREATMENT and other qualifying improvements	13.99% 3,5 or 10 Year Term	- Unsecured, No Lien - No Income Limits	
Secured Loan for "R&R" GENERAL HOME IMPROVEMENTS <i>Non Energy Permitted</i>			\$5,000 to \$35,000
For installation of most types of home improvements (both energy and non-energy related) with a PHFA approved Home Evaluation	6.375% to 8.875% Based on Home's Equity and Loan Term 10,15 or 20 Year Term	- Up to 120% of Home's Value - 1 st , 2 nd or 3 rd Lien - Max. Income 150% of HUD Area Median Income	

HVAC Distributors / ClimateMaster Geothermal Fall 2010 Program

EGIA GEOSMART

ClimateMaster and the Electric & Gas Industries Association (EGIA), a nationwide non-profit organization dedicated to advancing energy efficiency & renewable energy solutions have partnered to deliver GEOSmart® Sustainable Financing Solutions, a comprehensive and easy-to-use home improvement financing program. GEOSmart was developed to ensure that ClimateMaster dealers have a complete, simple to use and affordable financing platform in place to meet the needs of their customers.

FINANCING OPTIONS:

REVOLVING - Ideal for dealers that want a one call close, are comfortable with loan paperwork and want to sell a competitive interest rate and an affordable monthly payment. *Enrollment criteria includes: Current EGIA member, 3 years in business, annual sales of \$200k/year, satisfactory credit for business and owners, satisfactory trade references, licensing & insurance as required by law.*

PROGRAM INFO

- Loans from \$1,000 to \$25,000
- Fixed Rates From 7.99% APR Available
- 3, 6, & 12 Month Deferred Interest Promotions
- 1.25% Minimum Monthly Payment Option Available To Keep Customer Payments Low
- Instant In-Home Approvals / Quick & Easy Paperwork
- Branded GEOSmart Credit Applications With Energy Efficient Messaging
- Direct Deposit Funding

INSTALLMENT - Ideal for contractors that want to focus on Same-As-Cash as a selling tool and prefer to have the bank handle the credit application, credit decision & loan documents. *Enrollment criteria includes: Current EGIA member, 5 years in business, minimum net worth of \$50,000, no unresolved BBB claims, satisfactory trade references and business credit, licensing & insurance as required by law.*

PROGRAM INFO

- 90 & 180 Day Same As Cash / No Payment Promotions
- Loan Amounts Up To \$25,000
- Repayment Terms To 10 years
- Variable Interest Rates Based On Customer's Credit
- Customer Direct Application And Loan Process. No Paperwork For Contractor To Complete.
- Direct Deposit Funding

UTILITY REBATE PROGRAMS

PP&L ELECTRIC

PP&L residential customers can apply for a rebate of \$217 per ton for geothermal heat pumps, up to a maximum of \$1200. This rebate is a direct check back to the consumer for installing high efficiency heating and cooling equipment. This program is retroactive back to 09/01/2009. For complete information, please visit <http://www.ppelectric.com/e-power/Residential> and click on Renewable Energy.

PECO (Philadelphia Electric Company)

PECO customers can apply for a rebate up to \$217 per ton for geothermal heat pumps. This is a direct to consumer rebate and is retroactive back to 09/01/2009. Only 1 rebate per system, but multiple homes can apply for multiple rebates. For complete information, please visit www.pecosmartideas.com. Click PECO Smart Home rebates under Programs & Rebates/Residential.

FIRST ENERGY (Met-Ed, Penelec, Penn Power)

Met-Ed, Penelec & Penn Power customers can qualify for a rebate up to \$217 per ton on the installation of an Energy Star qualified geothermal heat pump. You must be a participating contractor for them to qualify for the rebate. For more information, or to apply to become a participating contractor in the program, please visit www.energysavepa-home.com/hvac/residential-hvac.

GEOTHERMAL ACCESSORIES

HVAC DISTRIBUTORS NOW CARRIES EVERYTHING YOU NEED FOR YOUR NEXT GEOTHERMAL INSTALLATION!

DR-11 GEOTHERMAL FITTINGS

PART #	DESCRIPTION
GEOFIT90-1-1/4	1-1/4" 90° ELBOW
GEOFIT90-1	1" 90° ELBOW
GEOFIT90-3/4	3/4" 90° ELBOW
GEOFITCOUP-1-1/4	1-1/4" COUPLING
GEOFITCOUP-1	1" COUPLING
GEOFITCOUP-3/4	3/4" COUPLING
GEOFITTEE-11411	1-1/4" x 1" x 1" TEE
GEOFITTEE-1143434	1-1/4" x 3/4" x 3/4" TEE

DR-11 GEOTHERMAL PIPE

PART #	DESCRIPTION
GEOPIPE-1-1/4X100	1-1/4" x 100' COIL
GEOPIPE-1-1/4X20	1-1/4" X 20' STRAIGHT
GEOPIPE-1X205-UB	1" x 205' U-BEND
GEOPIPE-1X255-UB	1" x 255' U-BEND
GEOPIPE-1X800	1" x 800' COIL
GEOPIPE-3/4X155	3/4" x 155' U-BEND
GEOPIPE-3/4X175-UB	3/4" x 175' U-BEND
GEOPIPE-3/4X205-UB	3/4" x 205' U-BEND
GEOPIPE-3/4X800	3/4" x 800' U-BEND

ASSEMBLED GEOTHERMAL MANIFOLDS

PART #	DESCRIPTION
RHA31-3 114X1(3)	1-1/4" with three 1" ports
RHA31-3 114X1(4)	1-1/4" with four 1" ports
RHA31-3 114X1(5)	1-1/4" with five 1" ports
RHA31-3 114X1(6)	1-1/4" with six 1" ports
RHA31-3 114X34(3)	1-1/4" with three 3/4" ports
RHA31-3 114X34(4)	1-1/4" with four 3/4" ports
RHA31-3 114X34(5)	1-1/4" with five 3/4" ports
RHA31-3 114X34(6)	1-1/4" with six 3/4" ports

For more information or for pricing on any of the above items, please contact your territory manager or inside sales representative.

ADDITIONAL ACCESSORIES AVAILABLE

ANTI-FREEZE

- Propylene Glycol available in 1 and 5 Gallon Pails
- Methanol - 25% diluted available in 5 Gallon Pails

HOT WATER STORAGE TANKS

- LTA052KK - 50 Gallon Electric (46-1/2" H x 22" W)
- LTA082KK - 80 Gallon Electric (59" H x 24" W)

B&D NON-PRESSURIZED FLOW CENTERS

- 2-230QFC - QT 2 Pump Flow Center
- 2-230PFC - GT 2 Pump Flow Center

CLIMATEMASTER CONSUMER REBATE CLAIM FORM

September 15, 2010 - December 18, 2010

Homeowner Name _____

Address _____

City, ST, Zip _____

Phone _____

Amount of Instant Rebate \$ _____

Dealer Account _____

Model Number(s) <small>Please include t-stat and air handler (if needed).</small>	Serial Number	Rebate \$ Per Unit

I have accepted the Instant Rebate offered by ClimateMaster.

Customer Signature _____

Dealer: ***You MUST submit a copy of your invoice to the homeowner showing that an instant rebate was given. Claim form must be received by December 31, 2010.***

Submit to: *Heather Seitz via fax 717-928-2080*

or mail to:

*Heather Seitz
Two Old Market Street
Mount Joy, PA 17552*



HVAC Distributors / ClimateMaster Geothermal Fall 2010 Program

SALES SPIFF CLAIM FORM

September 15, 2010 - December 18, 2010

Dealer Name _____

Dealer Sales Person _____

City, ST, Zip _____

SS# (required) _____

Description	Spiff Amount
Tranquility 27 (TT) Series	\$75
Tranquility 27 (TTP) Series	\$50
Tranquility 20 (TS) Series	\$50
Hi-Temp Water to Water (THW)	\$50
Mid-Temp Water to Water (TMW)	\$50

Model Number	Serial Number	HVAC Invoice Number

****JOB QUOTES AND NEW CONSTRUCTION DO NOT QUALIFY.****

Please return no later than December 31, 2010.

PLEASE NOTE: WHEN SUBMITTING YOUR FIRST SPIFF CLAIM FORM, PLEASE INCLUDE A COPY OF THE W-9 FOUND ON THE NEXT PAGE. THIS ONLY NEEDS TO BE SUBMITTED ONCE. CLAIMS WILL NOT BE PAID OUT WITHOUT A W-9 FORM ON FILE.

Claims of \$600 or more in a calendar year are subject to a 1099 tax form.



HVAC Distributors / ClimateMaster Geothermal Fall 2010 Program

Request for Taxpayer Identification Number and Certification

**Give form to the
requester. Do not
send to the IRS.**

Print or type See Specific Instructions on page 2.	Name (as shown on your income tax return)	
	Business name, if different from above	
	Check appropriate box: <input type="checkbox"/> Individual/Sole proprietor <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Limited liability company. Enter the tax classification (D=disregarded entity, C=corporation, P=partnership) ▶ <input type="checkbox"/> Exempt payee <input type="checkbox"/> Other (see instructions) ▶	
	Address (number, street, and apt. or suite no.)	Requester's name and address (optional)
	City, state, and ZIP code	
	List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number
or
Employer identification number

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
3. I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. See the instructions on page 4.

Sign Here	Signature of U.S. person ▶	Date ▶
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,

ClimateMaster Extended Warranty Registration Form Special Dealer Cost - \$100



EWOSL3 - 10 Year Limited Parts / 10 Year Labor Extended Warranty

Must be purchased within 90 days of unit installation. ClimateMaster Air Handler qualifies for standard and extended labor warranty. Fields highlighted in red are required.

Today's Date:

Unit Installation Date/Warranty Start Date:

Serial Number(s): *(separate by comma)*
Include all equipment and air handler

Consumer Information

Consumer's Name:

Address:

City:

State:

Zip:

Equipment Address:

Check if same as consumer address above.

Street Address:

City:

State:

Zip:

Dealer Information

Dealer Company Name:

Mailing Address:

City:

State:

Zip:

Phone Number:

E-mail Address:

Administrator Contact Information:

HVAC Distributors, Inc.
Two Old Market Street
Mount Joy, PA 17552

Contact Name: Jaimie Ames
Phone: 800-228-4822 x1152
Fax: 717-928-2044
Email: james@hvacdist.com

Installed ClimateMaster Accessories:

- ClimateMaster Thermostats
- ClimateMaster Flow Controllers
- ClimateMaster Electric Heaters

Submission Instructions:

Once you have completed the form, please print and fax to Jaimie Ames at 717-928-2044.

This form can also be submitted electronically. Contact Jaimie for an electronic version.