

RPB09-169 PRODUCT BULLETIN

TO: Residential Distributors

FROM: Matt Lattanzi

DATE: 9/21/09

RE: NORDYNE Watchdog Extended Service Agreements

ROUTE TO:	✓ SEEN	No. of Copies Distributed

Given Equiguards' recent Chapter 11 filing, NORDYNE finds it necessary to bring all of its ESA programs managed by Equiguard in-house. Below is a summary of information to assist in the transition to the NORDYNE in-house processes.

How To Purchase Future Watchdog ESAs:

NORDYNE is reinstating its former Watchdog process for the purchasing of ESAs, and our target implementation is 10/1/2009. However, regulatory and state compliance issues may cause this implementation to be delayed. NORDYNE recommends contractors continue to sell ESAs; however, we do not recommend purchasing the ESA from Equiguard. We recommend the contractor wait until our process is available and then purchase the ESA directly from NORDYNE. We will be providing our 4-part form, and on-line purchasing of the ESA will be available at a future date yet to be determined.

Watchdog ESAs purchased under the Equiguard program:

These ESAs will be converted to the new program. It is necessary to make this conversion to facilitate future claims processing.

Below is SKU and list pricing information for the program. Pending regulatory compliance, our target availability is 10/109.

2009 PRO PLANS	Residential
5 Year Labor (For Nonregistered units)	SKU/List Price
Split System A/C	799352/\$138
Split System A/C & Furnace A/H	799353/\$182
Split System H/P	799355/\$194
Split System H/P & Furnace A/H	799356/\$248
Package A/C	799358/\$150
Package H/P	799359/\$198
Package Gas/Electric	799360/\$342
Furnace A/H Only	799361/\$112
Eac (Must buy in addition to another SKU)	799308/\$62
10 Year Labor Only (For Registered units)	
Split System A/C	799444/\$180
Split System A/C & Furnace A/H	799442/\$304
Split System H/P	799440/\$222
Split System H/P & Furnace A/H	799438/\$346

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Package A/C	799436/\$184
Package H/P	799434/\$256
Package Gas/Electric	799432/\$312
Furnace A/H Only	799430/\$214
EAC (Must buy in addition to another SKU)	799323/\$103
10 Year Parts and Labor (For Nonregistered units)	
Split System A/C	799309/\$246
Split System A/C & Furnace A/H	799310/\$446
Split System H/P	799313/\$332
Split System H/P & Furnace A/H	799314/\$508
Package A/C	799316/\$262
Package H/P	799317/\$382
Package Gas/Electric	799318/\$472
Furnace A/H Only	799319/\$328
EAC (Must buy in addition to another SKU)	799323/\$103
2 Year Labor New Construction	
Split System A/C & Furnace A/H	799193/\$73
Split System H/P & Furnace A/H	799194/\$99
Split System A/C	799294/\$55
Split System H/P	799294/\$55
Furnace A/H Only	799293/\$45
Transfer SKU (Can purchase within 5 years)	
	708752/\$42
Compressor Part Only	
4 Yrs OTC Compressor 1-5 Ton	799141/\$93
4 Yrs OTC Compressor 6-12 Ton	799173/\$196
6-10 Yrs Compressor only not matching system	799312/\$103
Coil Part Only	
	799262/\$36
\$100 per hour rate upgrade	709124/\$130
\$125 per hour rate upgrade	709125/\$200

Save-The-Date: On October 7, 2009 at 2:00 CST, NORDYNE will be conducting a NIN broadcast to add further clarity to this process. Additionally, there will be a live Q & A session following the broadcast to answer additional questions.

If there are any questions, please contact your NORDYNE Regional Sales Manager.