

RPB09-170 PRODUCT BULLETIN

TO: Maytag Distributors
 FROM: Matt Lattanzi
 DATE: 9/22/09
 RE: Maytag 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 Maytag Labor ESAs:

NORDYNE is combining the Maytag labor ESA program into our Watchdog program. 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.

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

2009 PRO PLANS	Residential
12 Year Labor Only (For Registered units)	
Split System A/C	709104/\$218
Split System A/C & Furnace A/H	709105/\$365
Split System H/P	709106/\$242
Split System H/P & Furnace A/H	709107/\$415
Package A/C	709108/\$220
Package H/P	709109/\$290
Package Gas/Electric	709110/\$346
Furnace A/H Only	709111/\$240
EAC (Must buy in addition to another SKU)	709112/\$124
12 Year Labor Parts and Labor (For Nonregistered units)	SKU/List Price
Split System A/C	709113/\$295
Split System A/C & Furnace A/H	709114/\$535
Split System H/P	709115/\$400
Split System H/P & Furnace A/H	709116/\$610
Package A/C	709117/\$315
Package H/P	709118/\$460
Package Gas/Electric	709119/\$565
Furnace A/H Only	709120/\$393

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EAC (Must buy in addition to another SKU)	709121/\$124
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
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 1:00 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.