

# PERSONAL USE REBATE PROGRAM

## DUCTED SYSTEMS SALES OPERATING LETTER

Effective: 11/1/2018 to 12/31/2019

D0563YLCFJCHEG USA & Canada Rev 3

This program replaces the legacy Personal Use Rebate program outlined in sales operating letter D0557YLCFJCH. Installations after November 1, 2018 apply to this program.

### What is the Personal Use Rebate program?

This program encourages current partners, manufacturer employees, industry influencers and other select individuals to specify, purchase and install residential equipment manufactured by Johnson Controls for their own use.



HVAC Contractors	Industry Influencers	Military	Johnson Controls Employees
<ul style="list-style-type: none"> <li>Existing contractors enrolled in our programs</li> <li>Contractor prospects who would like to become part of our program with pre-approval</li> <li>Friends and family of existing contractors</li> </ul>	<ul style="list-style-type: none"> <li>Participants in HVAC and related trade associations with preapproval</li> <li>Industry trainers with preapproval</li> <li>Technical and trade schools and their employees with preapproval</li> </ul>	<ul style="list-style-type: none"> <li>Active Duty Military and their direct family in United States and Canada</li> <li>Veterans in United States and Canada</li> </ul>	<ul style="list-style-type: none"> <li>Existing Johnson Controls employees</li> <li>Friends and family of existing contractors</li> </ul>

We offer an exclusive rebate as an added benefit to our community, partners, affiliates and employees. Eligible participants may claim up to one per year. These incentives are available on YORK, Luxaire, Coleman, Fraser-Johnston, Champion, Guardian and Evcon product. This incentive is 100% funded by the factory. To find a participating contractor, you may contact [bts-ds-marketing@jci.com](mailto:bts-ds-marketing@jci.com). Approved claims will be paid directly to the end user via mailed check. Incentives are paid in US Dollars.

Personal Use Rebate Program Incentives					
Product	Max Incentive	Product	Max Incentive	Product	Max Incentive
HP - 20 SEER VS	\$250	AC - 17 SEER	\$150	AH - Blower	\$50
AC - 20 SEER VS	\$250	AH - High Eff	\$50	Furnace - 80%	\$75
HP - 19 SEER	\$200	Furnace - 95%	\$150	AH - Single Piece	\$50
AC - 19 SEER	\$200	AC - 14 SEER	\$100	ResPk - Elec HP	\$125
AC - Horizontal Discharge	\$100	HP - 14 SEER	\$100	AC - 17 SEER 2-Stage	\$150
ResPk - Gas	\$125	AC - R407c	\$100		
HP - 16 SEER	\$150	AC - 14 SEER TIF	\$100		

## Eligibility and Verification

Incentives are available for key members of our community. Required evidence must be submitted with claim. An individual may claim for one system every calendar year. Additional verification may be requested upon processing of claim. Manufactured housing product does not qualify for this program.

### HVAC Contractors and Prospective Partners

Existing contractors (employees and principals) enrolled in our dealer success programs are eligible for this program. Prospective contractor partners are also eligible for this program with preapproval from [bts-ds-marketing@jci.com](mailto:bts-ds-marketing@jci.com). Equipment may be used for installation on a personal property, showroom or showcase. Individuals and companies are allowed one rebate per year. Friends and family members of existing contractors are also eligible and will count toward the individual's one rebate per year.

### Industry Influencers

Participants in HVAC-related trade associations, industry trainers, technical and trade schools and their employees are eligible for this discount. For a distributor to offer this program in this application, preapproval from [bts-ds-marketing@jci.com](mailto:bts-ds-marketing@jci.com) is required.

### Military

Active duty military and Veterans are eligible for this program. Direct family members in the same household are also eligible.

### Johnson Controls Employees

Current Johnson Controls employees may benefit from this program. The individual must be employed with the company at the time the check is issued. Friends and family members of existing Johnson Controls employees are also eligible and will count toward the employee's one rebate per year.

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## How to Participate

1. Contact a participating HVAC contractor to recommend the appropriate YORK, Luxaire, Coleman, Fraser-Johnston, Champion, Guardian or Evcon equipment
2. Installing contractor will source the product from a stocking distributor of eligible product
3. Within 60 days from installation, end user must complete the personal use rebate incentive form on [www.ductedsystemsincincentives.com](http://www.ductedsystemsincincentives.com). The following must be uploaded with claim:
  - Evidence of eligibility
  - Invoices with a clear installation date
  - Preapproval email (where applicable)
4. Beneficiary will receive incentive rebate via mailed check within 45 days of receiving all required documentation

## Program Resources

Resource  
Inquiry Type  
Email  
Phone

Program Administrator  
*Claiming, Process, Administration*  
[upfac@channel-fusion.com](mailto:upfac@channel-fusion.com)  
866-982-3483

Ducted Systems Marketing  
*Development, Exceptions, General*  
[bts-ds-marketing@jci.com](mailto:bts-ds-marketing@jci.com)  
833-242-7869

