

# 2018 Fall Pre-Season Program

We are once again pleased to offer the opportunity for you to customize your own Pre-Season Stocking Program in 2018. The program allows you to select up to 15 items for a special stock-up discount. We want to help you grow your sales and drive traffic into your stores.

## Benefits:

- A minimum \$25,000 Pre-Season stocking order qualifies you to receive free Fall Pre-Season catalogs and/or flyers. These catalogs and flyers are customized with your logo and locations and can be priced, if you desire.
- Early Bird discount for purchasing during the first four weeks of the pre-season program
- Help assure you are on plan to take full advantage of the MAF scrap program
- Opportunity to maximize your year-end rebate

## How the program works:

- Review your YTD purchase reports with your Regional Manager to identify growth opportunities.
- Create your Top 15 product list and submit to your Regional Manager.
- Place a qualifying Pre-Season order including your selected Top 15 parts (Top Picks). You will receive 5% off our normal net price for your selected Top Picks, along with the invoice discount associated with your qualifying order level.
- Your 5% discount applies to your Top Picks on all stock re-orders throughout the Pre-season timeframe.

## Qualifying Order Levels:

### August 13<sup>th</sup> — September 17<sup>th</sup> *Early Bird Additional Discounts\**

<u>Net Order Amount</u>	<u>Invoice Discount</u>	<u>Payment Terms</u>
\$25,000	2%	2/15 or Net 30 prox
\$50,000	3%	2/15 or Net 90
\$75,000	4%	2/15 or Net 90
\$100,000	5%	2/15 or Net 90

### September 18<sup>th</sup> — October 15<sup>th</sup>

<u>Net Order Amount</u>	<u>Invoice Discount</u>	<u>Payment Terms</u>
\$25,000	1%	2/15 or Net 30 prox
\$50,000	2%	2/15 or Net 90 (Net 60 starting October 1 <sup>st</sup> )
\$75,000	3%	2/15 or Net 90 (Net 60 starting October 1 <sup>st</sup> )
\$100,000	4%	2/15 or Net 90 (Net 60 starting October 1 <sup>st</sup> )

*\*In order to receive the Early Bird Discount, order must be booked in Oracle no later than end of day September 17<sup>th</sup>*

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## Terms and Conditions

The 2018 Fall Pre-Season promotion runs from August 13th through October 15th, 2018. Special pricing and invoice terms will apply to all qualifying stock orders placed during this period. Stock orders entered prior to or after these dates are not eligible for these discounts or terms.

Top 15 Picks list must be submitted to your Regional Manager. Notify your Regional Manager three (3) business days prior to entering your first pre-season order to assure your discounted pricing is set up. Existing SPA and other pre-season promotional discounts are standalone and cannot be combined with this preseason program. The Top Pick 5 percent product discount will apply to stock re-orders through October 15th, 2018.

The distributor enters an initial pre-season order of at least \$25,000. When you place your order, please enter it but do not book it. When using the EDI system, the distributor should enter "Fall18" as the first part number of the order. To ensure pricing accuracy, all orders will have pricing adjusted at the time of order entry. **Please enter your order(s) into Oracle, save them, and send an e-mail to the ABU Pricing Team [abunonsp@trane.com](mailto:abunonsp@trane.com) and your Regional Manager with your order number(s) before booking.** Pricing will be adjusted and you will be notified that the order is ready to be booked. We will allow bundling multiple orders over \$5,000 to reach our pre-season discount thresholds if placed on the same day. You will need to supply all qualifying order numbers to receive the program discounts.

All OEM and wholesale products that are available in Oracle can be used to build your order to qualify for the order invoice discounts. PTACs, Mini-splits, Trane Unit Heaters, Line-sets, Commodities (copper/metals), MovinCool, and White-Rodgers are not eligible for the Top Picks discount, but will count toward your net order and receive order volume discounts and terms. Honeywell and refrigerant can be used to build toward your total order discount but do not receive the order discount and are not eligible for the Top Pick discount.

Eligibility for program and reimbursements are contingent upon Distributor account being active and in good standing / current as determined solely by Ingersoll Rand. All orders are subject to review and approval by HVAC Parts and Supply Solutions. Single orders cannot exceed \$1,000,000 or 999 lines.

In the spirit of continuous improvement, Ingersoll Rand reserves the right to cancel or change this program at any time.

### Pre-Season Catalogs

Your pre-season order of at least \$25,000 qualifies you to receive FREE Spring Pre-Season catalogs and/or flyers. These catalogs and flyers are customized with your logo and locations. You can choose to include your market pricing in these promotional tools. Please refer to the 2018 Fall Promotional Tools Program for ordering details. Please start planning your fall promotion now.

Additional catalogs and flyers can be purchased from Prokup Media.

Email: [flyers@prokupmedia.com](mailto:flyers@prokupmedia.com)

Phone: 815-223-7953.

Please refer to our MAF/PPF Program for details.

Questions? Contact your Regional Manager.