



**Trane National Retail Sales Club  
Spring 2019 Dealer SPIFF Program  
Effective January 1, 2019 – June 30, 2019**

**SP-NRSC1-2019**

**PURPOSE**

To give dealer Retail Sales Professionals (RSPs) an incentive to offer high-end equipment and accessories on every sales call.

**PROGRAM INFORMATION**

Install eligible Trane high efficiency equipment from January 1, 2019 – June 30, 2019 and receive the following SPIFF amounts:

Type	Eligible Equipment	SPIFF
Variable Speed Furnace	*XV80/XV95/S9V2	\$25
Communicating Furnace	*XC95	\$50
Single Stage AC/HP	*XL16i	\$50
2 Stage AC/HP	*XL18i/XL20i	\$100
2 Stage Variable Speed AC/HP	*XV18/XV20i	\$150
Variable Speed Air Handler	*TAM7/TAM9	\$25
Communicating Air Handler	*TAM8	\$50
Package Unit	*XL14c Package Unit	\$25
	*XL16c Package Unit	\$50
Accessory	CleanEffects	\$25
	Humidifier	\$10
	ERV	\$25
	XL824/XL850 Comfort Control	\$15
	XL950/XL1050 Comfort Control	\$25

\*Submitted claims must include a Trane control to be eligible for SPIFFS. SPIFF checks will be distributed at the Fall Kick-Off Meeting in 2019.

## REQUIREMENTS

- Dealer RSPs and owner must complete the Participation Agreement and return it to Gerster Equipment Company (GEC) by January 31, 2019. Only RSPs listed on the Participation Agreement will be eligible to earn a SPIFF check.
- Each dealer must have a current Dealer Sales Agreement on file with GEC before any SPIFF checks will be distributed.
- Checks will be made out directly to an RSP – no company checks.
- A completed W-9 must be on file with GEC for each RSP who receives \$600 or more in SPIFF amounts in a calendar year before a SPIFF check will be distributed.
- RSPs must enter SPIFF information in the Trane Promotional Claim Center (TPCC) on [www.ComfortSite.com](http://www.ComfortSite.com). Only eligible sales entered into the TPCC in specified date range will qualify for this program.
- In order to be eligible, RSPs must attend both retail sales events held by GEC (spring and fall meetings), and must be employed by the company the SPIFFs are entered under when the SPIFF check is cut.
- Equipment purchased at a discounted price is not eligible for this program and should not be entered into the TPCC for SPIFF dollars. The dealer is responsible to ensure that only eligible SPIFF claims are entered into the TPCC.

## DETAILS

- Effective Period
    - Sales and Installation Date: January 1, 2019 – June 30, 2019
    - Submission via TPCC: January 1, 2019 – July 15, 2019
- No claims will be accepted after July 15, 2019
- SPIFF checks will be distributed at the Fall Kick-Off Meeting in 2019.

For questions on this sales plan, contact your TM or the GEC Marketing Department:

E: [marketing@gersterequipment.com](mailto:marketing@gersterequipment.com)



**GERSTER EQUIPMENT COMPANY**



**TRANE®**

## **Trane National Retail Sales Club Spring 2019 Dealer SPIFF Program Participation Agreement**

### **Salespeople**

Yes, I am participating in the Gerster Equipment Company/Trane National Retail Sales Club Fall 2019 Dealer SPIFF Program. I understand that I must submit eligible sales information online via the Trane Promotional Claim Center in ComfortSite to be included in this program. I understand that all eligible equipment must be installed between January 1, 2019 and June 30, 2019 and must be entered online by July 15, 2019.

Print Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Print Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Print Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Print Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### **Owner**

I authorize Gerster Equipment Company to include all of the retail salespeople listed above as *Authorized Salespeople* in the Gerster Equipment Company Spring 2019 Dealer SPIFF Program. I authorize Gerster Equipment Company to cut checks to any of the retail salespeople listed above for all eligible sales that have been entered online via ComfortSite within the program dates. I understand that a completed W-9 must be on file at Gerster Equipment Company for each salesperson listed in order for checks to be cut. If a completed W-9 is not on file, Gerster Equipment Company will send the required form to the salesperson, and the completed form must be returned to Gerster Equipment Company before a check will be cut.

Print Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### **Company Information**

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_