



GERSTER EQUIPMENT COMPANY



It's Hard To Stop A Trane.®

**Trane National Retail Sales Club
Fall 2019 Dealer SPIFF Program
Effective July 1, 2019 – December 31, 2019**

SP-NRSC2-2019

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 July 1, 2019 – December 31, 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/XV19/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 Spring Kick-Off Meeting in 2020.

REQUIREMENTS

- Dealer RSPs and owner must complete the Participation Agreement and return it to Gerster Equipment Company (GEC) by July 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. 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: July 1, 2019 – December 31, 2019
 - Submission via TPCC: July 1, 2019 – January 15, 2020
- No claims will be accepted after January 15, 2020
- SPIFF checks will be distributed at the Spring Kick-Off Meeting in 2020.

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

E: marketing@gersterequipment.com



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Trane National Retail Sales Club Fall 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 July 1, 2019 and December 31, 2019 and must be entered online by January 15, 2020.

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 Fall 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: _____