



2023 Dealer Custom Partnership Program

Quality One Contractor Group

To further our business relationship through increased sales growth, CE Mid-Atlantic is pleased to offer the Quality One Contractor Group the following customized partnership agreement for 2023:

- ✓ Volume Rebate
 - CE MA will pay 0.5% rebate on all purchase
 - Rebate will be paid quarterly directly to Quality One
- ✓ Incremental Residential Rebate
 - CE MA will pay 2% rebate on all incremental equipment purchases over 120% of eligible purchases from 2022
 - Not back to \$1 but only on purchases above 120% of 2022 eligible equipment purchase levels
 - Eligible products are limited to the products listed on the 2023 CE MA Co-op Accrual Program
 - Rebate will be paid by Jan 31, 2024 to Quality One
- ✓ Incremental Parts Rebate
 - CE MA will pay 5% rebate on all incremental parts purchases over 115% of eligible purchases from 2022
 - Not back to \$1 but only on purchases above 115% of 2022 eligible parts purchase levels
 - Warranty Parts are not eligible
 - If the total groups parts to total sales ratio is 25% at year end and the Group's total sales \$ increased by 15% YOY, then the incremental parts rebate will increase from 5% to 7%
 - Rebate will be paid by Jan 31, 2024 to Quality One
- Standard freight charges will be waived for members exceeding \$200,000 in annual purchases
 - ✓ Free Delivery on locally stocked items
 - ✓ Premium Tech Support

Requirements:

- Eligible MBUs include: RES Splits, Furnaces, Fan coils, and SPP (Comfort, Performance, Infinity)
- Achieve **75%** or greater of 2023 orders placed online through CE E-Com Portal or CE Mobile App.
- Remain in good credit standing and current on all monthly purchases on account.
- Complete all required training for CE and Carrier HVAC systems.
- Comply with all CE and Factory requirements for continued participation.

Reviewed and agrees to the above terms and conditions:

Quality One

Date

CE Mid-Atlantic, Director of Legacy Sales

Date