



## 2021 Rebate Program-Quality One

Carrier Enterprise will pay quarterly rebates of 1/2% (one half of one percent) on all purchases from dollar one following each quarter.

### BONUS:

In addition, Carrier will pay 2% rebate on all incremental equipment purchases and 5% on incremental parts purchases at year end.

### BONUS:

Should the group's overall parts to total sales ratio be 23% at yearend & Total Sales \$ Purchases increase 5%, the incremental payout will rise to 7% on parts. The math to determine the *PTS* ratio is:

$$\text{Parts } \$ \text{ Purchases} / \text{Total Sales } \$ \text{ Purchases}$$

Total equipment sales for the group must increase YOY in order to achieve the "BONUS"

Items not included in the rebate amount are non-equipment purchases such as advertising, freight, warranties, training or incentive trips. The quarterly rebates and the year end incremental rebates are independent of each other.

All members must be current in order for any of the rebates to be paid to that individual company. Failure of any of the members to be current by the end of the quarter will cause payments to be forfeited for that period by that member. Failure of members to be current at the end of the fiscal/calendar year will cause sales for that company to be subtracted from the dollars counting as dollar one an incremental for the group. Accounts with legitimate disputes will be considered current in terms of the actual dollars tied to the specific dispute.

Freight for dealers meeting or exceeding \$200,000 in annual purchases will be waived.

Reviewed and Accepted:

X

Quality One- Signature & Date

X

CE Mid-Atlantic- Signature & Date

Sincerely,

Dan O'Shea  
Director of Res Sales-Washington Market  
CE Mid-Atlantic