



## Northeastern Supply's 2021 Quality One Program for American Standard Heating & Air Conditioning Products

This program applies to purchases of American Standard Heating & Air Conditioning products that are purchased from Northeastern Supply. Members will receive a rebate check based on their individual purchases from the below categories. Credits will be deducted from all sales totals. Sales taxes will not be included in rebate calculations. Rebate calculations will be made on December 20<sup>th</sup> each year. Checks will be issued to individual contractors for this category and will be sent within 90 days of December 20<sup>th</sup>. To qualify for this rebate program American Standard Heating & Air Conditioning must be your primary equipment line.

### AMERICAN STANDARD REBATE PROGRAM

|                |             |    |           |        |          |
|----------------|-------------|----|-----------|--------|----------|
| <b>Level 1</b> | \$150,001   | to | \$225,000 | 1%     | Rebate   |
| <b>Level 2</b> | \$225,001   | to | \$325,000 | 2%     | Rebate*  |
| <b>Level 3</b> | \$325,001   | to | \$500,000 | 2-1/4% | Rebate** |
| <b>Level 4</b> | \$500,001   | to | \$750,000 | 2-1/2% | Rebate** |
| <b>Level 5</b> | \$750,001 + |    |           | 2-3/4% | Rebate** |

\* If American Standard Heating & Air sales exceed Level 2, you will be eligible to attend Northeastern Supply's Trip at 50% of the total cost of the trip and the remainder will be deducted from the member's rebate totals. Level 1 does not qualify for attendance on the Northeastern Supply trip.

\*\* Levels 3, 4 and 5 earn a full rebate and Northeastern will pay 100% of the trip cost.

Trips have no credit or cash value.

Members must be in good credit standing with Northeastern Supply to receive rebates or attend the trip.

Any member that is listed as a Trane dealer will have to submit a resignation letter in writing to Trane to be eligible to participate in the American Standard Heating & Air Conditioning program.



## Northeastern Supply's 2021 Quality One Program for Water Heaters and Other Products

This program is for products that are not American Standard Heating & Air Conditioning Equipment. The rebate check for the entire group will be sent to Quality One for this program. Any member that is not in good credit standing with Northeastern Supply will have their rebate deducted from the group check. Credits will be deducted from all sales totals. Sales taxes will not be included in rebate calculations. Rebate calculations will be made on December 20<sup>th</sup> and the check will be issued within 90 days of this date.

**Water heaters manufactured by Bradford White and State Industries will earn a 1 ¼ % rebate.**

All products that are not American Standard Heating & Air Conditioning Equipment or water heaters will be rebated per the table below.

|   |              |               |
|---|--------------|---------------|
| <u>Purchases of \$100,000 to \$249,999 by the group</u> | <u>½%</u>    | <u>Rebate</u> |
| <u>Purchases of \$250,000 to \$499,999 by the group</u> | <u>¾%</u>    | <u>Rebate</u> |
| <u>Purchases of \$500,000 to \$999,999 by the group</u> | <u>1%</u>    | <u>Rebate</u> |
| <u>Purchases of \$1,000,000 by the group</u>            | <u>1-½ %</u> | <u>Rebate</u> |

Rebates will not be given on products purchased from commercial job and specification bids.

All questions concerning the Quality One Service Network program for 2020 should be directed to:

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Quality  
One Service  
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Program