



GERSTER EQUIPMENT COMPANY



**Mitsubishi Electric Trane US
Fall 2019 Dealer SPIFF Program
Effective July 1, 2019 – December 31, 2019**

SP-METUS2-2019

PURPOSE

To give dealer Retail Sales Professionals (RSPs) an incentive to offer high-end Mitsubishi Electric Trane US equipment.

PROGRAM INFORMATION

Install eligible Mitsubishi Electric Trane US high efficiency equipment from July 1, 2019 – December 31, 2019 and receive the following SPIFF amounts:

Type	Eligible Equipment	SPIFF
Ductless Outdoor Unit	MUZ-GL/NTXSST High Efficiency Heat Pump	\$25
	MXZ-NA/NTXMMX Standard Multi Zone Heat Pump	\$25
	MXZ-HZ/NTXMPH Hyper Heat Multi-Zone System	\$50
	MUZ-FH/NTXSPB Hyper Heat	\$50

* 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.
- 🍷 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.
- 🍷 All eligible equipment must be purchased from Gerster Equipment Company
- 🍷 All eligible equipment must be registered with Mitsubishi Electric/Trane US.
- 🍷 RSPs must enter SPIFF information via the GEC website (www.gersterequipment.com). Only eligible sales entered into the GEC website in the specified date range will qualify for this program.
- 🍷 Equipment purchased at a discounted price is not eligible for this program and should not be claimed for SPIFF dollars. The dealer is responsible to ensure that only eligible SPIFF claims are submitted.
- 🍷 Currently enrolled Mitsubishi Electric Diamond Contractors are not eligible for this program

DETAILS

- 🍷 Effective Period
 - Sales and Installation Date: July 1, 2019 – December 31, 2019
 - Submission via GEC Website: July 1, 2019 – January 15, 2020No 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 Cheryl Maciolek:

P: 716-626-7528

E: Cheryl.Maciolek@gersterequipment.com



Mitsubishi Electric Trane US Fall 2019 Dealer SPIFF Program Participation Agreement

Salespeople

Yes, I am participating in the Gerster Equipment Company/Mitsubishi Electric Trane US Fall 2019 Dealer SPIFF Program. I understand that I must submit eligible sales information online via the GEC website 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/Mitsubishi Electric Trane US 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 the GEC website 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: _____