

## 2019 Distributor Incentives Program (April 2019)

### Pricing:

- Stocking distributor multiplier is set at a .55 of list price.
- Non-stocking distributor multiplier provided by Ecoer on an individual basis.
- Sample system/store demo (15% off .55 multiplier price). Limited quantity per year to distributor.
- IoT monitoring- **3 years of service included in price of all condensers as of January 2019**. Additional extended monitoring can be purchased by the contractor from Ecoer directly up to 10 years.
- Distributors **Average GP% markup** to be competitive is around **15-20%** depending on market.

### Volume rebate program:

- Under 20 systems or \$55,000 order- no free freight
- 20 systems or \$55,000 order- **free freight**
- 30 systems or \$82,000 order- **free freight and 3% discount on invoice**
- 40 systems or \$110,000 order- **free freight and 5% discount on invoice**
- 50 systems or \$140,000 order- **free freight and 7% discount on invoice**
- 100 systems or \$275,000 order- **free freight and 10% discount on invoice**

### Payment terms:

- Open account will be established upon credit approval
- Payment terms are **2% @ Net 10 Early Pay discount**

### Freight policy:

- **Free** ground freight will be allowed on:
- All orders above \$55,000 or 20 complete systems.

### Training:

- Online video training modules will be provided.
- Distributor classroom sales and technical training will be provided as requested.

### Literature:

- Literature and specifications on website [www.ecoer.com/library](http://www.ecoer.com/library)
- Printed promotional literature and supplies will be provided initially at no cost.

### Warranty:

- **10- year parts and compressor** with valid registration and IoT Gateway setup or 5-year parts and compressor without registration or IoT Gateway.