

Advantage Partner Program



PROGRAM AT A GLANCE:

- Higher Margins at Lower Pricing
- Tiered Marketing Funds up to 5%
- 2% Tiered Cash Back on Purchases
- Free Shipping over \$20K
- Tech and Sales Support
- Rebalancing
- Utility Company Rebate Processing

Payments & Terms and Discounts

- 1% 10 days, Net 30 days after credit approval*
- New distributors eligible for credit application after first \$20,000
- No credit card fees on orders up to \$20,000

Rebalancing

- Rebalancing available for all customers with eligible purchases*

Access to high-dollar items for good payouts

Both Stealth and ACiQ feature budget friendly standard offer-ings, and high-performance models with stats that compete with the best-known brands. The ability to sell upgrades means better cashflow and higher profits for you.

Access to Sales engineers

Our team is always a phone call away. Talk to us about sales training, pitch meetings or presentations. Plus, attractive, easy-to-understand literature and presentation materials.

Grow Your Business with More Installations

As a VIProPlus Member you have the opportunity to join our nationwide network of installers. Opting in will authorize us to email you installation opportunities in your area to increase your business volume.

Dedicated Order Support + Free Freight Program

- Dedicated Order Processing Team = Fast lead times to territory distributors & low shipping costs
- Typical in-stock lead times: 2-3 days*
- Freight options available from each quantities up to full trailers
- Orders of \$20K+ receive free freight

Tiered Marketing Funds

- Level 1: 2%: \$20,000 - \$50,000
- Level 2: 3%: \$50,001 - \$250,000
- Level 3: 4%: \$250,001 - \$500,000
- Level 4: 5%: \$500,001+*

Tiered HVAC Cash Back

- Level 1: 1%: \$500 - \$50,000
- Level 2: 1.5%: \$50,001 - \$100,000
- Level 3: 2%: \$100,001+*

Technical Training & Customer Support

- On-site training with first purchase
- Training Opportunity for Energy Efficient Systems
- Annual on-site training for current partners
- New product launch training
- Post-order technical support to you and your customers
- Best-in class warranties:
- Stealth: 12 year compressor + 1 year full unit replacement
- ACiQ: 12 year compressor

Access to Technical Support

Highly trained techs are available for phone and email support. No more waiting around for a callback that never comes.



***TERMS:**

Lead Times: Lead times printed on this document are for estimate purposes only and do not reflect current or future lead times. In-stock availability, seasonality, and order volume all affect lead times. Large orders of \$20,000+ may be subject to longer than usual lead times. Please contact your 1HVAC rep for lead time estimates.

Marketing Funds: Funds available for those spending at least \$20K per year. Payouts are available after applicable orders ship and payment is fully received. Awarded funds are available within 12 months of purchase.*

HVAC Cash Back : Points accrued are dollar for dollar and distributed quarterly toward future purchases. Point totals will be communicated monthly via e-mail. Points are distributed based on the schedule below and redeemable using a unique discount code. Points expires if not used within 90 days from date of award.

Q1 JAN-MAR Payout in April Expires June 30
Q2 APR-JUN Payout in July Expires September 30
Q3 JUL-SEP Payout in October Expires December 31
Q4 OCT-DEC Payout in January Expires March 31

Fees: Credit extension is subject to approval and is not guaranteed. Credit Cards will be accepted on orders up to \$20,000, with no fees. Any order over \$20,000 will be charged a 3% credit card fee.

Rebalancing: Request for rebalancing must be submitted for review (prior to return) by a 1HVAC employee and must be approved. Rebalancing is only available on equipment and not accessories. Replacement items must not exceed the value of the returned product. A rebalancing authorization will be provided to distributor prior to return and must include the original invoice number for those items approved for return. All approved rebalanced items will be shipped freight prepaid by distributor and rebalance is subject to 1HVAC inspection of items.

Free Freight Policy

Orders of \$20,000 or more, shipped to a single destination within the 48-contiguous United States, ship for free. This includes mixed orders comprised of air handlers, condensers, and ducted systems.

** Orders of parts and accessories are subject to freight costs and will be billed according to actual costs at time of shipping.*



Freight Charges for orders under \$20,000

COST PER ORDER	EAST	Mid WEST	WEST
<3,000	\$250	\$200	\$350
\$3K - 10K	\$425	\$350	\$500
\$10K - 15K	\$550	\$450	\$650
\$15K - 19,999K	\$625	\$550	\$750
\$20K+	FREE	FREE	FREE

Cancellations

Orders may only be cancelled if the order has not been booked with our shipper and a tracking number generated. Contact your Order Specialist to determine if your order can be cancelled.

Non-Damaged Rebalancing Guidelines

Rebalancing: Request for rebalancing must be submitted for review (prior to return) by a 1HVAC employee and must be approved. Rebalancing is only available on equipment and not accessories. Replacement items must not exceed the value of the returned product. A rebalancing authorization will be provided to distributor prior to return and must include the original invoice number for those items approved for return. All approved rebalanced items will be shipped freight prepaid by distributor and rebalance is subject to 1HVAC inspection of items.

Damaged or Missing Freight:

Please verify the order and inspect each pallet and box. If damaged, document the BOL as either "DAMAGED" or "MISSING." Photograph the damage and the BOL and immediately contact us at wholesale@1hvac.com within 36 hours of receipt for you claim to be eligible. Include your customer and order information, plus the documentation and photographs of the damage, along with serial numbers of the units. Exterior shipping container damage does not constitute damage. Freight carrier has right to refuse if claim is not processed within the claim window. Claims can take up to 90 days to be resolved, based on Freight carrier backlogs and is not determined by 1HVAC.