



2023 DAY & NIGHT[®] STANDARD DEALER CONTRACT

PROGRAM VALID FROM JANUARY 1 – DECEMBER 31, 2023



The purpose of the 2023 Day & Night Dealer program is to assist the dealer in developing their overall business. The program offers many benefits and tools listed below to help achieve this goal. We ask that the dealers meet the purchase obligation.

DAY & NIGHT BENEFITS:

- Dealer is authorized to use the Day & Night[®] trademark in any pre-approved manner
- Access to:
 - Exclusive AdVantage Local Advertising Solutions Program
 - Special financing rates with Wells Fargo
 - AIG / Comfort Promise Extended Labor Warranties
 - Day & Night Seasonal Promotions
- SEO Website Audit and Consultation
- Smart Fleet[®] GPS Fleet Management

FERGUSON BENEFITS:

- Access to:
 - Free Technical Training Classes
 - Access to IAQ/Connected Dealer Program
 - Instant Discounts (during promotional periods)
 - Business Discount Networks
 - Payzeware[™] All-In-One Software
 - Ferguson.com Ordering System
- Detailed monthly purchase summary
- Bluon[®], Inc.

Check the box if you would like to receive more information.

DEALER REQUIREMENTS: *(Please initial each line below to acknowledge that this requirement must be met to stay in the Day & Night Standard Dealer program.)*

\$50,000 Annual Day & Night Minimum Qualifying Amount – No Charge to Dealer

- _____ Dealer must purchase 50% of all purchases through Ferguson.com ordering system Commitment _____
- _____ Customer's account is required to remain current as a qualifying element of customer's participation in the program Previous Year Sales _____
- _____ Payments on / for the account are required to be made by EFT
- _____ Ferguson HVAC may amend the program as it relates to any and every facet of the program. Ferguson HVAC is the sole determiner of qualifying sales elements. Ferguson HVAC is the sole adjudicator of any and all disputes, errors, omissions and/ or issues impacting or affecting this program. Ferguson HVAC may terminate this program at any time, at its sole discretion.
- _____ Ferguson HVAC account must be in good standing to remain in the program

I, _____, have read, understand and acknowledge the terms of this agreement and desire to become an Ferguson HVAC approved dealer of Day & Night equipment. I also acknowledge that my Territory Manager has reviewed the Standard Dealer Program requirements with me and we both understand that I must stay compliant with each requirement to remain in the program. This agreement is effective when signed by the Dealer and Ferguson HVAC's Sales Manager or Sales Director and remains effective until December 31, 2023 or is terminated by either party. I understand this agreement is renewable on an annual basis with the mutual consent of both parties.

Company Name	Account Number
Company Address	City / State / Zip
Company Principal Owner Email	Phone (for Dealer Locator)
Company Principal Owner (print)	Web Address
Territory Manager (print)	Company Principal Owner (sign)
Sales Manager (print)	Territory Manager (sign)
	Date
	Date
	Date

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COMMENTS: