

2024

**FERGUSON
PARTNER
PROGRAM**



FERGUSON
HVAC

FERGUSON HVAC PARTNER PROGRAM

THANK YOU for your partnership, support and understanding through a year that kept providing opportunities to overcome. You, our Professional HVAC Partners, are the reason that we can look back on one of the most challenging years in industry history and say it was a success.

To prepare for 2024, we are continuing to refine our Partner Program to provide tools and resources for our partners to be successful. We look forward to presenting this year’s program to you and assisting you in determining what makes the most sense for you and your business.

Thank you for your partnership and thank you in advance for a successful 2024!



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WHY FERGUSON?

WE ARE HERE TO SERVE YOU

- Third largest distributor of industrial and HVAC products
- 10+ Strategically located distribution centers throughout the U.S.
- Serving customers in 31 states

THE PRODUCTS YOU NEED, WHEN YOU NEED THEM

- Unitary equipment
- Ductless equipment
- Accessories
- Repair parts
- Controls
- Air distribution supplies
- Sheet metal
- Refrigeration
- Machinery
- Installation supplies

EQUIPMENT YOU RELY ON

The brands we carry offer you a range of air-conditioning equipment, packaged units, heat pumps and gas furnaces to take care of all your heating and cooling needs.

MORE THAN 10 CONVENIENT LOCATIONS

In 1991, we opened our first Ohio Valley locations. Since then, we have grown to over 10 locations in Ohio and West Virginia.

NO-CHARGE LOCAL DELIVERIES

We provide no-charge local delivery on in-stock material for your orders, whether it's to your shop or to a jobsite. We're committed to getting you the products you need, when promised.



WHY TRANE?

As a world leader in HVAC solutions, Trane offers tools and services that keep your customers comfortable all year long. Trane systems are reliable, high quality and accessible to virtually everyone.

REDEFINING HVAC

Trane's technology and products are built to last and fit perfectly with the home.

- The Climatuff™ compressor is the world's first successful heat pump compressor, known for its superior durability, low noise levels and high efficiency.
- The Spine Fin™ coil uses proprietary woven coil technology that won't rust as it transfers heat to and from the home.
- The Comfort-R™ technology expertly regulates air speed for better humidity control.
- The EarthWise™ Hybrid System brings electric heat and furnace power together for efficient, flexible comfort.
- The WeatherGuard™ II top and fasteners deliver unstoppable protection from the elements.

COMFORT YOUR CUSTOMERS CAN RELY ON

- Trane is dedicated to helping ensure the air in the home is as clean as possible. Filters and air purifiers reduce exposure to viruses, dust, odors and harmful contaminants. It's time to breathe easier.
- Trane puts their units to the test by exposing them to five years' worth of wear and tear in just a few months.
- Trane creates products and technology that stretch the world's idea of what's possible. Your customers expect reliability and innovation built into their comfort – and you can trust Trane's quality with over ten million units in households.



PARTNER FOUNDATION ITEMS

Signing up for an account on ferguson.com can help you do more and save more faster than ever. Your account gives you access to time- and money-saving tools that make it easy for you to get the products and information you need to get the job done right the first time, every time.

FERGUSON.COM

- 24/7 Access to over 700,000 products, pricing and availability
- Pay your bill, view order history and statements, and manage users
- Create custom organized lists of your favorite products to quickly reorder the things you need most often
- User training, BinMax Warehousing, industry tips, etc.

FERGUSON PRO PLUS PROGRAM

- Earn PRO Plus points for every dollar spent on ferguson.com
- Flash Sales, 2X, 3X and 4X point specials
- PRO Plus Vendor Discounts (AT&T, Office Depot/OfficeMax and more)
- Redeem your points for merchandise, event tickets, trips, charitable donations, etc.



FERGUSON APP

The Ferguson app combines barcode scanning capabilities with existing ferguson.com features to provide the tools you need on the go, anytime and anywhere. Save time, order online and take advantage of Pro Pick-Up so you can spend more time working jobs and less time waiting for material.



With the Ferguson app, you can work anytime, anywhere using a wide variety of online tools.

Scan the QR code to learn more.

m.ferguson.com/content/online-solutions/mobile-apps



PARTNER FOUNDATION ITEMS

For easy, on-the-go ordering, Ferguson offers Text-2-Counter (T2C). Text your orders and photos to your local branch phone number and T2C will put you in direct contact with our Inside Sales associates via text message. Text an order, send a picture of what you need to replace, request a price and more.

TEXT-2-COUNTER

Save time with Ferguson Text-2-Counter by directly accessing our branch associates via text messaging.



- Connect conveniently with your Ferguson Team
- Text orders, quotes, inventory checks, pricing, etc.
- Send images
- Request delivery updates

LIVE TECHNICIAN SUPPORT

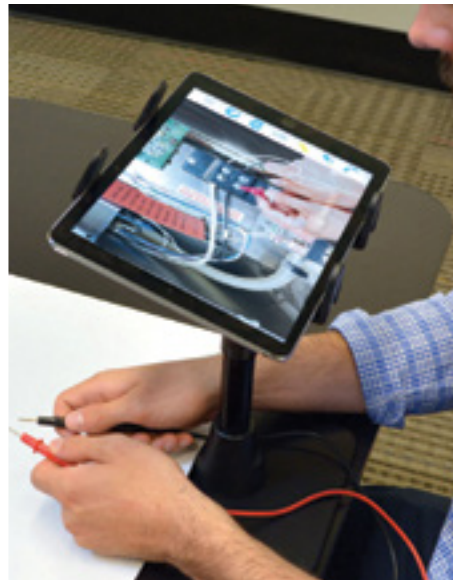
- **Ferguson Virtual Pro Assist – Powered by Help Lightning**
- Jobsite support available (see full details in FSR support document)
- Private dealer trainings available
- Our Technical Support Team is committed to assisting your team

Platinum Partner Annual License - \$400

Gold Partner Annual License - \$500

Silver Partner Annual Cost - \$600

Bronze Partner Annual Cost - \$700





TRAINING

TECHNICAL TRAINING

Platinum / Gold / Silver / Bronze

- In-person and virtual options
- Trane product specific trainings
- General HVAC industry service and installation trainings
- Application-based training opportunities
- Increase your team’s knowledge base and allow them to be more efficient
- Many of our trainings are state credit and NATE credit approved
- Annual dealer training requirements

BUSINESS TRAINING

Platinum / Gold / Silver / Bronze

- In-person and virtual options
- Professional business development and sales training
- Industry-leading training partners (ACT Group, Power Selling Pros, etc.)
- Gain the skills to get your business to the next level
- Discover what it means to work on your business vs. in your business

Training Fund Matrix			
Platinum	Gold	Silver	Bronze
Unlimited	\$3,200	\$1,600	\$400

TRANE LEARNING RESOURCES

Platinum / Gold / Silver / Bronze

- Unlimited online technical and sales training
- You and your team can train when it is convenient and at your own pace
- Establish learning curriculums for your team and track progress with easy reporting
- Thousands of Skillsoft courses available with \$75 subscription
- **Platinum level partners receive one \$75 Skillsoft subscription for free**



PARTNER BENEFITS

TRANE PRODUCT LINE ACCESS

Platinum / Gold / Silver / Bronze

- America's Most Trusted HVAC Brand—Lifestory Research—7 Consecutive Years
- Industry-Leading Innovation –TruComfort Variable Speed, Hyperion Air Handler, Spine Fin Coils, S-Series Furnace
- Products and solutions tailored to fit consumer needs
- Efficiency options up to 22.00 SEER
- New RunTru by Trane entry-level offering



HOME SOLUTIONS & REMOTE DIAGNOSTICS

Platinum / Gold / Silver / Bronze

- The Trane customized connected controls your customers want
- Remote Dealer Diagnostics capability to set your business apart
- Systems alerts and status updates
- Amazon Echo and Google Home compatible



TRANE CONSUMER LITERATURE

Platinum / Gold / Silver / Bronze

As a Trane Dealer, we want you to be prepared.

- Enhance your sales presentation
- Help consumers understand system features and benefits
- Unlimited digital downloads, including Trane Handbook
- Literature fund per program level





WELLS FARGO CONSUMER FINANCING

Platinum / Gold / Silver / Bronze

- Provide consumers with affordable payment solutions
- Simplify the consumer's decision-making process
- Offer minimum payment or interest-free options
- Qualify consumers on the spot in minutes

**WELLS
FARGO**

TRANE COMMERCIAL LEASING

Platinum / Gold / Silver / Bronze

- Provide commercial clients with flexible payment solutions
- Allow your customers to hold on to their valuable cash assets
- Make it affordable for commercial clients to upgrade their system efficiency, comfort and air quality
- Minimize your accounts receivable burden by receiving payment for commercially leased projects within 48 hours of completion

TRANE 360 APP

Platinum / Gold / Silver / Bronze

- Immediate product information at your fingertips
- Check equipment warranty status
- Product literature, sales brochures, install manuals, etc.
- Equipment parts diagrams and parts listing
- Residential Product Configurator and Light Commercial Model Builder



LOGISTICS

NO-CHARGE TRANE WARRANTY PROCESSING

Platinum / Gold / Silver / Bronze

- Simplified online warranty submission
- www.comfortsite.com – Warranty Center – Warranty Credit Request (WCR)
- We notify you if the part needs to be returned
- Warranty is processed and credit is written
- Free of charge to our Partner Dealers

NO-CHARGE AFTER-HOURS OPENING

Platinum / Gold / Silver

- Unexpected needs occur
- If you need us to open outside of normal hours, we have your back
- Contact your Territory Manager or a member of our Management Team
- As a partner dealer, there is no charge to you
- \$100 Opening charge outside of listed levels

BASE FREIGHT COVERAGE ON TRANE WARRANTY PARTS

Platinum / Gold / Silver

- We maintain an extensive stock of replacement parts, but occasionally parts are needed that we may not have locally
- We will cover base freight on “In Warranty” parts for Trane Equipment
- Expedited freight charges are not covered under this policy
- Equipment must be within Trane Limited Warranty coverage to qualify

EXPEDITED TRANE PART GUARANTEE

Platinum / Gold

- Time is precious and waiting on parts to take care of your customers can impact retention and referrals
- For the first 365 days after equipment installation, we will cover expedited freight to get you the part you need as soon as possible
- Oversized components may not apply

NO RESTOCK POLICY / TRANE AND SERVICE FIRST

Platinum / Gold

- No penalty for returning ordered items
- **Return item and packaging condition must be new, unused and resalable**
- Products must be returnable to Trane or Service First
- Inbound freight still applies



AUTHORIZED EQUIPMENT REPLACEMENT ALLOWANCE

Platinum / Gold / Silver

- Replacement allowance for consumers with existing Trane equipment facing major component failure
- Existing equipment must be within Trane Limited Warranty coverage to qualify
- Equipment must be installed within 90 days of purchase to qualify for replacement allowance
- Applies to furnaces with a failed heat exchanger or condensers with a failed compressor or condenser coil
- Full details and allowance amounts provided in detail document

PERSONAL USE PRICING PROGRAM

Platinum / Gold / Silver

We want our Partner Dealers to enjoy the comfort that Trane Comfort Systems provide. This program will assist in making that happen.

- All Partner Dealers will receive 10% off standard price book pricing on personal use equipment
- Personal use purchase must be approved by Territory Manager and Sales Manager
- Personal use purchase limitations may apply

FERGUSON HVAC EQUIPMENT GUARANTEE

Platinum / Gold / Silver

We stand behind the Trane products we supply. When our partners are faced with a major component failure on a piece of Trane equipment, we have their back.

- Major components are identified as furnace heat exchangers, condenser coils and compressors
- Factory Service Representative approval required
- Platinum Partners are eligible for the 365-day Ferguson HVAC Equipment Guarantee
- Gold Partners are eligible for the 90-day Ferguson HVAC Equipment Guarantee
- Silver Partners are eligible for the 60-day Ferguson HVAC Equipment Guarantee



MARKETING

MARKETING/ADVERTISING CO-OP

Platinum / Gold / Silver

- Access to co-op marketing/advertising funds
- Trane co-op marketing guide to help you get the most from your marketing funds
- Build your company's brand with the assistance of Trane and Ferguson HVAC
- Promote your company in a professional manner
- Platinum, Gold and Silver Partners are eligible for 50/50 co-op on approved marketing

ANNUAL CO-OP FUND BUDGET

Platinum / Gold / Silver

- Upon registration for the Partner Dealer Program, we will provide you with your co-op fund commitment for the calendar year
- No delays or speculation on what you will accrue for the year
- Historical Trane residential equipment purchases and current year purchase commitment factored into fund budgeting
- Quarterly review of purchases to ensure you are on track for commitment level
- Platinum Partners – 3% Co-op Fund
- Gold Partners – 2% Co-op Fund
- Silver Partners – 1% Co-op Fund

MARKETING/ADVERTISING SUPPORT

Platinum / Gold / Silver

- Ferguson HVAC has the people, tools and contacts to help you successfully market your business
- Digital, TV, radio, signage, decals, uniforms, etc.
- Trane Marketing Advertising Xpress (MAX) resources
- Trane partner vendors (Mediagistic, Beasley Media, iCreate, etc.)





VARIABLE SPEED REWARDS PROGRAM

Platinum / Gold

- Trane XV20 & XV18 TruComfort incentive program
 - 4-9 complete XV20 or XV18 systems earn \$50 each
 - 10-14 complete XV20 or XV18 systems earn \$75 each
 - 15+ complete XV20 or XV18 systems earn \$100 each
- Reward payouts back to unit one
- Reporting run at conclusion of calendar year
- Reward issued in the form of account credit

TRANE SALES CLUB PROGRAM

Platinum / Gold / Silver

- Trane Sales Professional (TSP) focused program
- Earn Spiffs for selling higher efficiency equipment
- Registration and dealership approval required
- Eligible participants will be residential retail replacement-focused sales professionals only
- **All Trane Sales Club incentives will be issued in the form of account credit to be distributed by dealer to the corresponding TSP**

TRANE GROWTH INCENTIVE

Platinum / Gold

- Get rewarded for your year-over-year growth with Trane
- Platinum Partners are eligible for a 2% growth incentive
- Gold Partners are eligible for a 1% growth incentive
- Partner Dealer Trane Purchase Goal minimum must be met
- \$20,000 minimum year-over-year growth

FERGUSON HVAC INCENTIVE TRIP

Platinum / Gold / Silver

By joining this program, you are eligible to earn points to use towards the cost of a Ferguson HVAC Incentive Trip. With every purchase you make with Ferguson HVAC in 2024, you'll accrue incentive points at these rates:

- 1.5% on all Trane equipment purchases
- 0.5% on all other purchases with Ferguson
- Bonus: 0.5% on AKTIV8, Fresh-Aire UV, WellAir and PROSELECT purchases

Ferguson HVAC prides itself on organizing top quality trips to popular destinations.

Additional information on destinations and dates will be announced later this year. Destination trip is subject to availability and is on a first-come, first-served basis.



PARTNER VENDORS

PAYZER

- One tool for all your payment needs
- Online and mobile payments
- Easy, instant financing up to \$55,000
- Automatic recurring payment options
- Credit and debit card acceptance
- Electronic invoicing
- Mobile e-check processing
- QuickBooks integration



PAYZERWARE

- Inbound call management
- Technician scheduling and dispatch
- Appointments and reminders
- Maintenance agreements
- Sales proposals (coming soon)
- Work order generation
- Purchase order creation
- Customer invoicing
- Back-office integration



JB & ASSOCIATES EXTENDED WARRANTY PROGRAM

- One extended warranty process for all the products you offer
- Easy online ordering and claim process
- Flexible coverage options





TRAINING AND MARKETING PARTNERS

THE ACT GROUP

- No Pressure Selling® process
- Business-focused financials training
- Service Agreement Workshop
- Install and service technician trainings
- Financing training



POWER SELLING PROS

- Customer service-focused trainings
- Office and field staff training paths
- Office and field staff coaching programs
- Online service training library
- Discounts available through Ferguson HVAC



MEDIAGISTIC

- 20+ Years of industry experience
- Results-driven, full-service marketing partner
- Comprehensive approach to marketing



BEASLEY MEDIA

- Multiplatform media company
- Nearly 60 years of industry experience
- Advertising & Digital Marketing Solutions
- Results-driven integrated marketing programs



ICREATE LOCAL

- Easy-to-use, automated marketing solutions
- Neighborhood direct mail, Facebook management, custom brochures and literature, text and email messaging, customer surveys and signage
- Small business focused
- Continual monitoring of results



SEARCHKINGS

- Digital advertising agency
- Focuses on lead generation campaigns
- Key areas of expertise include home and professional services
- Make it simple and easy for customers to advertise online



GROUNDWORK CONSULTING

- Coaching and training for HVAC companies
- Structured programs with easy to implement steps for owners and their teams
- Offers tools and training to grow your business



FERGUSON BUSINESS DEVELOPMENT RESOURCES

Ferguson can help you grow your bottom line with IAQ and smart home products. Due to increasing demand and popularity, we have formed a national team of subject matter experts that focuses on IAQ and connected product lines. The specialists will assist you in standardizing your IAQ and connected offerings, and they can inform you of other services to help you sell IAQ and smart home products such as training and advertising. Overall, the IAQ and connected specialists are a Ferguson resource for your business.

WHY IAQ?

The elevation of IAQ from being a nice-to-have to a must-have in the eyes of many homeowners uniquely positions HVAC contractors with new opportunities for business growth. Because IAQ products are part of the HVAC ecosystem, IAQ solutions can be easily incorporated into everyday service and maintenance calls, as well as new installation offerings. By being a source of IAQ expertise, you can set yourself apart from your competition. Embracing IAQ technology allows you to expand your service offering and grow your business while offering your customers cleaner, healthier air.

WHY CONNECTED?

Smart home technology has become a standard fixture in homes today. The high demand for smart home upgrades provides a unique business advantage for HVAC contractors.

YEAR-ROUND INSTALLS

Because smart home technology is not dependent on the climate, you can promote your ability to install smart home products as a way to build steady business throughout the year.

GROWING DEMAND FOR PROFESSIONAL INSTALLATION

While some smart home products are advertised as “easy to install”, consumers might not always find that to be the case. According to the Building Services Research and Information Association (BSRIA), a non-profit research and consultancy organization, HVAC installers gained in importance with the penetration of connected HVAC equipment. 72% of smart home thermostats installed by professionals were installed by HVAC contractors. Smart thermostats grew 12% in the US residential thermostat market, representing a 32% share of all thermostats.





LINE CARD

COMPOUNDS/ TAPES CHEMICALS/ ADHESIVES

Arkema/Forane®
DiversiTech®
Ductmate
DuPont™
Fenox
Golden Refrigerant
Hardcast®
Hercules
JW Harris Company
LA-CO®
Nu-Calgon
Oatey®
Polymer Adhesives
RectorSeal®
Shurtape®
Venture Tape™

CONNECTED SOLUTIONS

Aprilaire
Braeburn®
ecobee
Emerson
Google Nest
Honeywell Home
Leak Smart
Nexia™
Pro1
Ting

COPPER PRESS

Apollo
Jones Stephens Press
MaxiPro by Conex
Banninger
Mueller
Nibco ProPress
Parker ZoomLock
Viega ProPress

CURBS/ADAPTERS/ ACCESSORIES

CDI Curbs
KCC International
Mason Industries
MicroMetl
Plenums Inc.

DUCT WORK/ INSULATION/SUPPLIES

Airex
Ductmate
DuraVent
DuroDyne
Flat and Coil Sheet Metal
Foremost
GalvTech
GripNail
Hardcast
Hero Fabriduct
K-Flex
Knauf
Lukjan
Monarch Plastics
Owens Corning
QuietFlex
Rawl
Reynolds Aluminum
Royal Metals
Rubatex
Shook
Therm-O Manufacturing
Tinknocker
Victor

FANS/LOUVERS/ DAMPERS

Aire Technologies
Broan/Nu-Tone®
Fantech®
Lloyd Industries
Panasonic
Soler & Palau

GRILLES/REGISTERS/ DIFFUSERS

Carnes
Hart & Cooley
PROSELECT®

HEATING AND AIR CONDITIONING EQUIPMENT

ADP®
Amana PTAC
Aspen
Bard
Berko
Bosch
Bradford-White

Climatemaster
Combustion Research Corp
Comfort-Aire
Comfort-Aire Geothermal
Cozy Heating Systems
Delta Cooling Towers
Drake Chillers
Durastar
Enerco
First Company®
Friedrich®
Fujitsu
General Electric
Islandaire
Magic-Aire®
Markel
MARS
Miller
Modine®
Mortex
Napoleon
National Comfort Products
Navien®
Q-Mark
Raywall
Re-Verber-Ray
Reznor®
Rheem
Rinnai®
RunTru™ by Trane®
SpacePak®
Sterling
SunStar
Tjertlund
Trane®
Unico System®
Warren Heaters
Weil-McLain®
Willams Comfort Products

HYDRONICS AND WATER HEATING

Amtrol
Armstrong
Beacon Morris
Bell & Gossett
Bradford White
Caleffi
FNW
Force Boilers

Grundfos
Hoffmann Specialty
Honeywell Home
Hydrolevel
Lochinvar
Navien
PASCO
PROSELECT
Rehau
Rinnai
Runtal® Radiators
Sentinel
SlantFin
Taco®
Uponor
Viega
Watts®
Webstone by Nibco
Weil-McLain

INDOOR AIR QUALITY AND VENTILATION

Air Scrubber by Aerus
Aprilaire
Aqu-Air Technologies, Inc.
Dehumidifier Corporation
of America
Field Controls
Flanders
Honeywell Home
Nu-Calgon
Plasma Air
PrecisionAire
Pure Air Systems
REGIN
RenewAire
SEMCO
Skuttle
Trion
Venmar

MINI-SPLITS/VRF

Durastar
Fujitsu AirStage
Mitsubishi
RunTru
Trane Mini-Splits by
Mitsubishi

REPAIR PARTS AND MOTORS

A.O. Smith
Baldor
Century
DiversiTech
Emerson White-Rodgers
Honeywell Home
ICM Controls
Jason Industrial Inc. Belts
MARS
Packard
Parker
RectorSeal
Revcor
Service First
U.S. Motors

SMOKE AND GAS DETECTION

Air Products and Controls
BRK
Kele
Kiddie
Macurco Gas Detection
Nest by Google
System Sensor

TOOLS

Accutool
DeWalt
Fieldpiece
GOSS
Hilmor
JB Industries
LENOX Tools
Malco
Milwaukee
Raptor
RIDGID Tool
Ritchie YELLOW JACKET
RobinAir
Supco
UEI
Veto Pro Pac

ZONING

Aprilaire
Arzel
Honeywell Home
Trane
Zonex

PROGRAM COST AND BENEFITS

	Platinum	Gold	Silver	Bronze
Annual Investment	\$2,000	\$1,000	\$600	\$0
Annual Trane Purchase Goal	\$150,000+	\$100,000+	\$50,000+	\$40,000+
Ferguson Connected Home Solutions Consultation	✓	✓	✓	✓
Ferguson IAQ Solutions Consultation	✓	✓	✓	✓
Ferguson.com & Pro Plus Program Account	✓	✓	✓	✓
Virtual Pro Assist License	\$400	\$500	\$600	\$700
Trane Product Line Access	✓	✓	✓	✓
Home Solutions & Remote Diagnostics	✓	✓	✓	✓
Trane Consumer Literature	✓	✓	✓	✓
Wells Fargo Consumer Financing	✓	✓	✓	✓
Trane Commercial Leasing	✓	✓	✓	✓
Trane 360 App	✓	✓	✓	✓
Training Funds	Unlimited	\$3,200	\$1,600	\$400
Technical Training	✓	✓	✓	✓
Business Training	✓	✓	✓	✓
Trane Learning Resources	1 free	✓	✓	✓
No-Charge Trane Warranty Processing	✓	✓	✓	✓
No-Charge After-Hours Opening	✓	✓	✓	
Base Freight Coverage on Trane Warranty Parts	✓	✓	✓	
Expedited Trane Part Guarantee	✓	✓		
No Restock Policy / Trane & Service First	✓	✓		
Authorized Equipment Replacement Allowance	✓	✓	✓	
Personal Use Pricing Program (10% off)	✓	✓	✓	
Ferguson HVAC Equipment Guarantee	365 days	90 days	60 days	
Marketing & Advertising Co-Op	50/50	50/50	50/50	
Annual Co-Op Fund Budget	3%	2%	1%	
Marketing & Advertising Support	✓	✓	✓	
Variable Speed Rewards Program	✓	✓		
Trane Sales Club Program	✓	✓	✓	
Trane Growth Incentive	2%	1%		
Ferguson HVAC Incentive Trip: Trane equipment	1.5%	1.5%	1.5%	
Ferguson HVAC Incentive Trip: All other Ferguson purchases	0.5%	0.5%	0.5%	
Ferguson HVAC Incentive Trip: Bonus on Aktiv8, Fresh-Aire UV, WellAir and PROSELECT purchases	0.50%	0.50%	0.50%	



PARTNER DEALER PROGRAM

DETAILS

Annual Trane Purchase Goal:

Setting expectations is key to understanding partner commitments. These goals are annual targets that are evaluated to ensure that we are doing our part.

- Platinum Partner Dealer Trane Purchase Goal - \$150,000+
- Gold Partner Dealer Trane Purchase Goal - \$100,000+
- Silver Partner Dealer Trane Purchase Goal - \$50,000+
- Bronze Partner Dealer Trane Purchase Goal - \$40,000+

Annual Investment:

- Platinum Partner Dealer \$2,000
- Gold Partner Dealer \$1,000
- Silver Partner Dealer \$600
- Bronze Partner Dealer \$0

TERMS

- Dealer shall maintain all licensing and insurance required by law in given state and shall not allow lapse.
- Dealer shall assume responsibility for the proper application and installation of the products in accordance with all applicable laws, codes and regulation existing in the area, and application and installation instructions of Manufacturer.
- Dealer shall avoid removing, disconnecting or negating any safety feature of any product.
- Dealer shall honor all manufacturer warranties and provide service and support on all products they install.
- Dealer sales, installation and service personnel will attend training annually to ensure proper application, installation and service of products. (30 hours Trane Technical Training Annually per Dealership)
- Dealer shall not sell products on an uninstalled basis, either directly or through a third party.
- I agree to participate in the program level selected for calendar year. I understand that I will be billed the program amount in two equal payments throughout. This agreement is subject to termination or for modification at any time by Ferguson HVAC or dealer, but such termination or modification shall not affect rights hereunder with respect to sales or contractual commitments made prior to the time of such termination or modification.

To register or to access more information about the Ferguson Partner Program, click [HERE](#) or scan the QR code





KENTUCKY, OHIO & WEST VIRGINIA LOCATIONS

ASHLAND, KY
(606) 324-2007

BEAVER, WV
(304) 255-3610

POCA, WV
(304) 755-8311

AKRON, OH
(800) 800-3308

CHARLESTON, WV
(304) 342-4784

PRINCETON, WV
(304) 487-3610

MAUMEE, OH
(800) 800-3308

FAIRMONT, WV
(304) 534-5966

VALLEY VIEW, OH
(800) 800-3308

HUNTINGTON, WV
(304) 525-0003