



Program Summary:

Pricing for finished goods, venting, and accessories is derived from the suggested list price times the specified multiplier stated below for the following price sheets:

2014/2015 ENERGY SAVER® DIRECT VENT WALL FURNACE SUGGESTED LIST PRICE
2014/2015 VENT-FREE FAN CONVECTOR SUGGESTED LIST PRICE

Program Period:

Effective April 1, 2014 and ending March 31, 2015.

Products will be purchased according to the following multiplier(s):

<u>Direct Vent & Vent-Free Fan Convector Units*</u>		<u>Multiplier</u>
Tier 1	11 Units or less	.49
Tier 2	12 to 99 Units	.47
Tier 3	100 Units or more	.45
Venting		.46
Accessories		.46

*Direct Vent & Vent-Free Fan Convectors may be combined to achieve tier pricing.

Freight:

- Full freight allowed (FFA) on 12 units or more, or when ordered with qualifying FFA quantities of other product categories.
- Prepaid and add (PPA) to invoice for quantities less than 12 units.
- Individual venting & accessory orders greater than \$2,000 will qualify for full freight allowed (FFA) while orders less than \$2,000 will incur freight as prepaid and add (PPA) to the invoice.

Program Conditions:

- Rinnai Standard Terms and Conditions of Sale apply.
- Purchasing entity must comply with distribution agreement and its contents.
- Approved product returns are subject to a 25% restocking fee. Customer is responsible for return freight to designated warehouse.



2014/2015 CONDENSING BOILER PROGRAM

Program Summary:

Pricing for finished goods, venting, and accessories is derived from the suggested list price times the specified multiplier stated below for the following price sheets:

2014/2015 CONDENSING BOILERS SUGGESTED LIST PRICE

Program Period:

Effective April 1, 2014 and ending March 31, 2015.

Products will be purchased according to the following multiplier(s):

<u>Condensing Boiler Units:</u>		<u>Multiplier</u>
Tier 1	12 Units or less	.599
Tier 2	13-48 Units	.588
Tier 3	49-99 Units	.577
Tier 4	100 Units or more	.566
Q Premier Boilers		.566
Venting		.460
Accessories		.632

Freight:

- Full freight allowed (FFA) on 12 units or more, or when ordered with qualifying FFA quantities of other product categories.
- Prepaid and add (PPA) to invoice for quantities less than 12 units.
- Individual venting & accessory orders greater than \$2,000 will qualify for full freight allowed (FFA) while orders less than \$2,000 will incur freight as prepaid and add (PPA) to the invoice.

Program Conditions:

- Rinnai Standard Terms and Conditions of Sale apply.
- Purchasing entity must comply with distribution agreement and its contents.
- Approved product returns are subject to a 25% restocking fee. Customer is responsible for return freight to designated warehouse.



2014 EARLY COMMITMENT PROGRAM

March 10, 2014

To Our Valued Partners,

We appreciate your continued commitment and support in promoting the family of Rinnai Products and Services. We are pleased to announce Rinnai's 2014 Early Commitment Program for our Energy Saver® Direct Vent Wall Furnaces, Vent-Free Fan Convectors, and Condensing Boilers. Rinnai is committed to increasing your sales and encourages you to take advantage of this aggressive program. After review, please contact any Rinnai Team Member for assistance or clarification.

Program Summary:

Pricing for the Early Commitment Program ("ECP") is derived from the 2014/2015 Heating and Condensing Boiler programs to distribution partners.

Program Period:

Effective April 1, 2014 thru May 30, 2014, **orders must be received no later than May 30, 2014.**

Program Qualifications:

- Minimum purchase:
 - 75 Direct Vent Wall Furnaces/Vent-Free Fan Convectors (may be combined to achieve minimum purchase)And/Or
 - 25 Condensing Boilers
- Qualifying ECP orders are eligible for a 5% discount based on the applicable multiplier(s) per the program. Venting and accessory orders will receive a 5% discount from the program multiplier. Eligible discount will be applied to the total invoice value before freight.
- Qualifying ECP orders may be split into two (2) release dates which must be indicated on initial purchase order. The first release quantity will be no less than 50 DV Wall Furnaces/Vent-Free Fan Convectors or 25 condensing boiler units. Orders are to ship no later than September 30, 2014. The final ship date must be no later than November 28, 2014.
- One (1) qualifying fill-in-order will receive a 5% discount on the applicable multiplier(s). Eligible discount will be applied to the total invoice value before freight. A separate purchase order must be received no later than November 21, 2014. Full freight allowed (FFA) on order of 12 units or more; Prepay and add (PPA) to invoice for quantities less than 12 units.

Program conditions:

- Rinnai Standard Terms and Conditions of Sale apply.
- Purchasing entity must comply with distribution agreement and its contents.
- Approved product returns are subject to a 25% restocking fee. Customer is responsible for return freight to designated warehouse.