



2023 Tier Program

	Counts toward Primary Equipment Tier Thresholds	Counts toward Mitsubishi (METUS) Tier Thresholds
Trane & American Standard Ducted equipment	✓	
RunTru & Ameristar Ducted equipment	✓	
Trane Mitsubishi Ductless	✓	✓
RunTru & Ameristar Ductless	✓	✓

Quoted and Non-Quoted count towards the tier assessment.

2023 Tier Program

American Standard

Primary Tier	Lower Threshold	Upper Threshold	Price Delta from Tier 1
T0	MIN	\$25,000	+4%
T1	\$25,000	\$75,000	0%
T2	\$75,000	\$175,000	-4%
T3	\$175,000	\$350,000	-6%
T4	\$350,000	\$700,000	-8%
T5	\$700,000	\$1,200,000	-10%
T6	\$1,200,000	MAX	-12%

Notes:

- New dealer accounts will start on Tier 1. Accounts created prior to September 1st must purchase at least \$25,000 in Residential product in order to remain on Tier 1 for the following year. New Dealer accounts created after September 1st are not held to the Tier Zero volume requirement.
- Tier Zero pricing is applied to counter sales in the DSO and Supply stores

Mitsubishi

Notes:

- RunTru ductless currently receives the Primary Equipment Price Tier Discount
- New dealer accounts will start on Ductless Tier 1 and then be subject to the calendar year assessment
- Tier Zero is also applied to counter sales in the DSO and Supply stores

METUS Tier	Lower Threshold	Upper Threshold	Price Delta from Tier 1
MT0	MIN	\$2,000	+3%
MT1	\$2,000	\$10,000	0%
MT2	\$10,000	\$50,000	-3%
MT3	\$50,000	MAX	-6%

Ameristar

Value Tier	Assignment based on Primary Tier	Price Delta from Tier 1
RT1	Tier 0, Tier 1	0%
RT2	Tiers 2+	-4%

Notes:

- Dealers on Primary Equipment Tiers T0 or T1 will be assigned to Value Tier RT1 (List Price)
- Runtru Dealers on Primary Equipment Tiers T2 or higher will be assigned to Value Tier RT2 (List Price at -4% Discount)