

Quoting

BUILT TO A HIGHER STANDARD[®]
American Standard[®]
HEATING & AIR CONDITIONING

What do we
quote and
how do you
make a
request?

Quoting

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Residential- RNC/NOO/VIP



Residential New Construction (RNC)

An RNC quote can be requested if a dealer is working with a national or custom home builder needing 10 systems or more.



Non-owner Occupied (NOO)

An NOO quote can be requested if a dealer is working with a property management group needing 10 systems or more.



DSO Distribution Ownership Plan (VIP)

This program is intended to provide an incentive for DSO American Standard Dealers and their Key Employees to install top of the line American Standard products in their personal residence or in the Dealer Principal's Business Showroom in order to experience or display the superior comfort and quality of our systems.

Contact your Local Account Manager or Inside Sales Representative to get a quote.



Items Needed to Request a **Residential** Quote

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- Project Type - New construction, Non owner occupied, VIP, etc.
- Project Name
- Dealership Name
- Account #
- What type of equipment is needed and quantities
- When the job expected to start and Finish
- If all the equipment on quote will be ordered at one time or in stages.
- If New Construction: Builder Name and number of homes a year that will be completed and how long the project is (year, 3 years +)
- If Non-Owner Occupied – Property Management Group Name.
- Additional details (Location, dealer discussions, etc.)

Light Commercial Quoting



LCU Quoting

An LCU quote can be requested for new construction and replacement jobs with equipment 25 tons or less. Specific information is needed to ensure accurate quoting. See next page.

Contact your Local Account Manager or Inside Sales Representative to get a quote.



Items Needed to Request a **Light** **Commercial** Quote

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- Dealer Account #
- Dealership Name:
- Job Name
- Project Timeline/ Start Date
- Existing Equipment
- Trane - YES/NO
- Voltage
- Reliatel, Electromechanical or Symbio Controls – please note that Symbio will be standard in LCU in 2023
- Orientation (Horizontal or Downflow)
- Curb or Curb adapter Needed
- Type of Damper – Manual or Motorized
- If Gas : HIGH, MED or LOW Heat
- If SC/HP – heater needed and what KW is needed
- Hail Guards
- Controls/Thermostats
- Additional Accessories needed
- Match factory installed option on existing unit (IF TRANE)
- Does unit have Factory Installed Options: (FIOPS) - Please note units with FIOPS are non-returnable and require a signed submittal to order.


Quoting

Source Quoting

Source Partner Portal - The new ordering center for ComfortSite, allows dealers to track , order, and cancel equipment orders. It can also be utilized to pay bills, track invoices, model number look up, and serial number look up.

Dealers can get quick pricing by looking up equipment in Source.

Note: Local Marketing Group Fee (LMG) is listed as "other charges" in the Source Partner Portal Order Screen Please make sure to include that in your pricing.. See below example.



TEM4A0B24S21SC
AIR HANDLER ASM
Ships From: LAKE LAND
Qty: 1
\$764.00

Purchase Order (50 character limit)

Shipping Method
Select

LMG fee ➡

Order Summary
Promo Code:

Summary

Items Subtotal	\$ 764.00
Shipping:	\$ 0.00
Tax:	\$ 0.00
Other Charges: ⓘ	\$ 0.00

Total (1 items) **\$ 764.00**
Summary does not reflect final sales price.

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Supply Quotes



Parts

Dealer should contact a Trane Supply store and have the model and serial # of the unit available to look up part. If the part is under warranty the store will give direction on whether the failed part should be returned. Trane Supply store will file the warranty claim. If the part is not under warranty, payment will be due upon order placement.



Supplies

Dealer should contact a Trane Supply store and request a quote for supplies needed. Stores will have lead time available, and payment will be due upon order placement.



Equipment

Dealer should contact a Trane Supply store for 14 seer equipment quotes or if they are not set up as a Dealer Sales office Dealer. Some light commercial units are available as well through Supply Channel. Contact your local supply store for additional details.

Contact your Local Counter Sales Associate (CSA), Account Manager or Inside Sales Representative to get a quote.

Items Needed to Request a **Supply/Parts** Quote

- Dealer Supply/Parts Account # - *Please note this is different than your equipment account #. If you do not have a parts account set up with American Standard, Contact your Account Manager for details on getting one set up!*
- Dealership Name
- Customer/ Homeowner Information
- Model
- Serial Number
- What you are looking for on the unit / part
- If parts replacement – does it need to be expedited?
- If for stock -what are the quantities of each part needed
- If for stock – is this a one-time purchase or general stock item?

If interested, American Standard offers easy replenishment options with a managed inventory. Contact your Account Manager for details!