



# LARSON REWARDS

## How to Earn

Earn points when you grow your Parts & Accessories (P&A) purchases

## Yearly Base Goals

Yearly base goals are calculated using total 2018 purchases on qualifying P&A products OR \$20,000; whichever is greater

Percent Earned	Terms	Points Earned*
0.5%	Baseline goal met	Back to dollar one
1%	Incremental growth over base up to up to 9.99%	Back to base amount OR**
2%	Incremental growth over base from 10-24.99%	Back to base amount OR**
3%	Incremental growth over base over 25%	Back to base amount

\*Points are available for redemption once your yearly base goal is met. \*\*Growth points are calculated based on your growth tier.

## Bonus Points

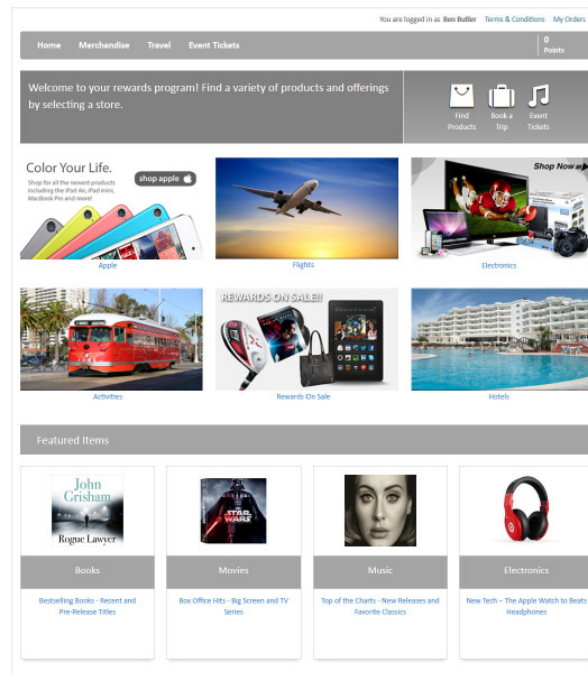
- Take advantage of promotions to earn **BONUS POINTS** throughout the year
- Attend training sessions to earn **BONUS POINTS**

## Points Expiration

Points earned in 2019 will expire March 31, 2020.

## Online Catalog

- 10,000+ merchandise rewards in categories such as lifestyle, media, events and activities, lifetime experience, exotic travel, social consciousness and gifts
- Wish list, product comparison and advanced search filters
- E-mail support with live customer service representatives
- 100% Satisfaction Guarantee!



## What Qualifies?

- Parts, Accessories, Supplies, Hydronics, Solar and Hearth Products
- For a complete list of qualifying\* items, see below

**Air Distribution Accessories** (Sheet Metal Fittings, GRDs, Venting)

**Commercial HVAC Accessories & Controls** (Ventilation, IAQ, Filters, GRDs, Temp Controls, Valves, Pneumatics, Actuators, Zoning **Compressors** (Scroll, Hermetic, Semi-Hermetic, Discus)

**Electric Motors & Drives** (Motors, Capacitors, Belts, Sheaves, Pulleys, Fan Blades)

**Food Service/Institutional Accessories** (Water Filters, Freezer/Cooler Box Accessories)

**Hearth Products** (Fireplaces, Gas Inserts, Electric Fireplaces, Accessories)

**Hydronics** (Boilers, Water Heaters, Controls, Pumps, Radiant Tubing / Accessories)

**Over the Counter Residential Equipment** (Market Specific Non-“Dealer” Equipment)

**Refrigeration Accessories & Controls** (Filter Driers, TXVs, Sight Glasses, Solenoids, Ball Valves, Controls, Oils, Defrost Timers)

**Residential HVAC Accessories** (A-Coils, Line Sets, Equipment Pads, Installation Accessories)

**Residential Indoor Air Quality Products** (Air Cleaners, Humidifiers, Dehumidifiers, ERVs, UV Purifiers, Replacement Filters)

**Residential HVAC Controls** (Fan Centers/Limits, Gas Valves, Relays, Contactors, Transformers)

**Residential Thermostats & Zoning** (Mechanical, Digital, Programmable, Zoning Panels, Zone Dampers)

**Tools & Supplies** (Sheet Metal Tools, Recover Machines, Electrical Components, Meters & Gauges, Welding Equipment & Supplies, Welding Gas)

\*Items that DO NOT qualify include: Residential “Dealer” Equipment, Commercial Equipment, Refrigerant, Copper and Ductless Split Systems & Accessories