

# Into the Blue

Donaldson and Daimler would like to send you and a guest on a 5 night paid trip to beautiful Hawaii!



## Trip Details

This reward trip will take place in Spring 2021 and includes:

- Flights, hotel and food/drinks for you and a guest
- An assortment of fun excursions and activities

## Who Qualifies

- Top 5 Dealer / Distributor Outside Parts Sales and Guest
- Top 5 Dealer / Distributor Parts Manager and Guest
- Top Dealer / Distributor Group with largest percent growth above baseline – 1 and Guest
- Top Dealer / Distributor Group with largest growth revenue above baseline – 1 and Guest
- Top 3 DTNA District Parts Managers
- Top DTNA Regional Parts Sales Director
- Top 3 Donaldson Territory Managers
- Top Donaldson Regional Sales Manager
- Daimler and Donaldson Support Staff

## Contest Details

- Now – November 30, 2020
- Outside Parts Sales and Parts Managers must email [Elijah.Ehrman@donaldson.com](mailto:Elijah.Ehrman@donaldson.com) to register
- All new fleet business quotes need to be sent to [intothblue@donaldson.com](mailto:intothblue@donaldson.com)

## Sales Growth Rules / Targets

- Into the Blue contest winners will be individuals who achieve the highest growth at minimum requirements:
  - OPS – \$200,000
  - PM – \$250,000
- New Fleet business won during promotional period must be incremental to both Donaldson and Daimler
- Incremental sales growth targeting small to mid-sized fleets larger than 25 trucks/pieces of equipment
- Orders must be processed in Rebate Express before the end of the promotion to qualify toward total incremental growth for OPS
- Orders/new fleets must be recorded by Donaldson to count towards tracking for PM

In the event less than 3 OPS / 3 PM meet minimum growth requirements, Donaldson / Daimler reserve the right to cancel, postpone or modify this event.

Contact your local Donaldson Territory Manager to review potential new fleets and incremental opportunities.

Please direct any questions related to this contest, terms and conditions or Donaldson support to Eli Ehrman [Elijah.Ehrman@donaldson.com](mailto:Elijah.Ehrman@donaldson.com).

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