

**TO:** All Weil-McLain Distributors and Agents

**FROM:** Tony Curran – VP, Sales  
Dave Dolan – VP, Marketing

**SUBJECT:** Trade Price Schedule #45 – VAP Clients

As communicated June 21st (MB-0605), due to increasing supplier and raw material cost increases, Weil-McLain is revising its trade price schedule effective August 1, 2006.

### **ORDER NOW AND TAKE ADVANTAGE OF A 3% DISCOUNT.**

All new orders placed on or before July 14, 2006, for immediate release will receive a 3% cash discount in addition to the 4% VAP Buy-Up discount. Per the VAP program, all July Buy-Up orders must be placed before July 31, 2006. Orders may be scheduled for shipment no later than September 30, 2005. Those orders with requested ship dates after August 1, will receive the 4% VAP discount applied to the new trade price according to TPS #45.

#### **When submitting your order, please reference MPA # 4244**

As a reminder, bulk hard copies of TPS #45 were mailed out to Weil-McLain's Distribution & Agent list starting Monday June 26<sup>th</sup>. To aid you in the input of these new prices into your company's database, an Excel™ spreadsheet of all TPS #45 part numbers can be obtained upon request. If required, please reach out to your Weil-McLain sales representative, local Weil-McLain sales office or directly to Scott Berg at [sberg@weil-mclain.com](mailto:sberg@weil-mclain.com). This Excel file includes the Weil-McLain nine-digit part numbers without dashes in the actual fields (custom formatted to see the dashes for easy viewing) as well as UPC codes, part descriptions and trade prices for each part number.

Should you have any questions concerning this or any other information, please contact your Weil-McLain sales representative or your local Weil-McLain sales office.