
TO: All Weil-McLain Distributors and Agents

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

SUBJECT: Trade Price Schedule #45 – Non-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 4% DISCOUNT.

All new orders placed on or before July 14, 2006 for immediate release will receive a 4% discount in addition to normal terms. Orders received prior to August 1, 2006 will be invoiced per TPS #44/44B. Orders received August 1, 2006 or thereafter will be invoiced per TPS #45.

When submitting your order, please reference MPA # 4245

As a reminder, bulk hard copies of TPS #45 were mailed out to Weil-McLain's Distribution & Agent list starting Monday June 26th. 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. 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.