



Marketing Bulletin

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TO: All Weil-McLain Distributors and Agents

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

SUBJECT: **Revised Sales Order Confirmation**

In our continuous effort to make Weil-McLain an ever easier company in which to conduct business, we have revised our standard Sales Order Confirmation. Effective April 1st, 2007 and in conjunction with the implementation of Trade Price Sheet #46, the Sales Order Confirmation that at one time included four pages consisting of W-M's Terms & Conditions, Limited Warranties and TPS Schedule Terms will be reduced to as little as a single page facsimile (hinged upon the quantity of line items noted on confirmations).

This change was implemented in response to feedback received from our valued customers that cited the cost and inconvenience of the unwieldy "T&C" paperwork for even the smallest of orders. To accommodate this request, we have moved our full host of terms to our website whereas the information will be available 24x7 in an easily downloadable pdf file. As of April 1st, receipt of this new order acknowledgement will serve as a confirmation to a purchase order received from your company and conditioned upon your acceptance of Weil-McLain's terms and conditions hosted at <http://www.weil-mclain.com/termsconditions.pdf>.

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.

Enclosures: Revised Sales Order Confirmation