
TO: All Weil-McLain Distributors and Agents
FROM: April Johnson, Marketing Director
SUBJECT: **Freight Policy Changes**

In response to customer feedback, we have made the following modifications to our freight policy effective April 15, 2009:

- UPS-eligible orders will be charged the actual shipping cost, and will not incur a handling fee.
- Customers with a valid UPS account number can elect, at the time the order is placed, to bill shipping charges to their own UPS account.

Ground shipments via a carrier other than UPS will be charged as follows:

Individual Order Description (All Product Released At The Same Time)	Shipping & Handling Charge (Per Order/Single Ship-To Location)
UPS Eligible	Actual Freight
Net Order Value up to \$5000*	\$210
Net Order Value \$5,000 - \$15,000*	\$275
Net Order Value \$15,000 - \$50,000*	\$150
Net Order Value over \$50,000	No Charge

*By ground shipment other than UPS

Pooling of orders is not allowed in determining shipping charges, and all products shall be shipped CPT, with title and damage risk transferring upon delivery to the initial carrier.

For a complete list of terms and conditions of sale please refer to Trade Price Schedule No. 48, or the Distributors Only section at www.weil-mclain.com/professionals, or contact your local Weil-McLain Sales Representative.