
TO: All Weil-McLain Distributors
FROM: Tony Curran, VP Sales
SUBJECT: **2010 Pre-Season Stocking Program - For All Weil-McLain Distributors!**
Part 1 Effective June 16th through June 23rd 2010
Part 2 Effective June 24th through July 23rd 2010

Weil-McLain is pleased to announce the 2010 Pre-Season Stocking Program. The program consists of two parts including discounts and extended terms as outlined below.

Program Outline & Requirements

- ☐ Products covered include:
 - Residential & Commercial Products (except for Model 94 and HVAC Products) included in Trade Price Schedule 48.
 - Service Parts, Additional Products, Baseboard, and Water Heaters.
- ☐ Qualifying Non-VAP orders must be \$15,000 net minimum.
- ☐ Qualifying VAP orders must be \$50,000 net minimum.
- ☐ Orders that are NOT ELIGIBLE for this program include:
 - Orders for Model 94 boilers or HVAC Equipment.
 - Hold orders or orders requesting any scheduled shipments
- ☐ Eligible orders must be for **immediate shipment**. No scheduled orders allowed of any kind. Any orders or portions of orders that are not for immediate shipment will **NOT** be eligible for any Pre-Season discounts or terms.
- ☐ Distributor accounts must be current at the time of order entry to be included in program.

Part 1

- ☐ All Weil-McLain distributors can participate in this program.
- ☐ Qualifying orders are new orders entered for **immediate shipment only** from June 16th through June 23rd, 2010.
- ☐ Identify eligible orders with the following: ***“MPA #100351 ” Dating Request #946.***
- ☐ Orders meeting program requirements will be eligible for the following:

**Additional 5% Rebate
60 Day Additional Terms**

Part 2

- ☐ All Weil-McLain distributors can participate in this program.
- ☐ Qualifying orders are new orders entered for **immediate shipment only** from June 24th through July 23rd, 2010.
- ☐ Identify eligible orders with the following: ***“MPA100352 ” Dating Request #947.***
- ☐ Orders meeting program requirements will be eligible for the following:

Additional 4% Rebate 30 Day Additional Terms

We will be announcing a price increase effective August 1, 2010. The increase will range from 2.5%-3% depending on product. Take this opportunity to stock up prior to the increase.

Rebates will be issued at the end of August, 2010.

For additional information or questions concerning this program, contact your Weil-McLain sales representative or area sales office.