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**TO:** All Weil-McLain Distributors  
**FROM:** Tony Curran, VP Sales  
**SUBJECT:** **2011 Pre-Season Stocking Program - For All Weil-McLain Distributors!**  
Part 1 Effective May 23<sup>rd</sup> through June 10<sup>th</sup> 2011  
Part 2 Effective June 13<sup>th</sup> through June 30<sup>th</sup> 2011

Weil-McLain is pleased to announce the 2011 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, Ultra Commercial, and HVAC Products) included in Trade Price Schedule 49.
  - Service Parts, Additional Products, Baseboard, and Water Heaters.
- ☐ Qualifying Non-VAP orders must be \$25,000 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, Commercial Ultra, 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 May 23<sup>rd</sup> through June 10<sup>th</sup>, 2011.
- ☐ Identify eligible orders with the following: ***"MPA11-0098 " Dating Request #969.***
- ☐ Orders meeting program requirements will be eligible for the following:

**Additional 5% Rebate**  
**60 Day Additional Terms (30+60=90)**

## **Part 2**

- ☐ All Weil-McLain distributors can participate in this program.
- ☐ Qualifying orders are new orders entered for **immediate shipment only** from June 13<sup>th</sup> through June 30<sup>th</sup>, 2011.
- ☐ Identify eligible orders with the following: ***“MPA 11-0099” Dating Request #970.***
- ☐ Orders meeting program requirements will be eligible for the following:

**Additional 4% Rebate  
30 Day Additional Terms (30+30=60)**

***We will be announcing a price increase effective July 1, 2011. The increase will range from 4-8% depending on product. Take this opportunity to stock up prior to the increase.***

Rebates will be issued at the end of August, 2011.

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