



TO: All Weil-McLain Distributors and Agents
FROM: Dan Neumann – Director of Sales and Marketing Support
SUBJECT: 2013 Pre-Season Program – For All Weil-McLain Distributors

Weil-McLain is pleased to announce the 2013 Pre-Season Stocking Program. The program consists of two main parts including rebates and extended terms as outlined below. In addition, highlighted for 2013, is Weil-McLain's Ultra Residential Boiler with an additional 10% rebate.

Program Outline & Requirements

- ☐ All Weil-McLain distributors may participate in this program.
- ☐ Products covered include:
 - Residential & Commercial Products (except for Model 94, Ultra Commercial, Residential Ultra (Separate Program) included in Trade Price Schedule 51.
 - Service Parts, Additional Products, Baseboard, and Water Heaters.
- ☐ Qualifying orders must meet minimums as indicated in the chart details below.
- ☐ Orders that are NOT ELIGIBLE for this program include:
 - Orders for Model 94 boilers, Commercial Ultra, Residential Ultra (Separate Program) or HVAC Equipment.
 - Hold orders or orders requesting any scheduled shipments
- ☐ Qualifying orders are new orders and must be for **immediate release**. (Weil-McLain reserves the right to ship orders at their discretion during the program time period.) Any orders or portions of orders that are not for immediate release will **NOT** be eligible for any Pre-Season discounts or terms.
- ☐ Orders should be identified with the correct MPA and Dating Request Numbers.
- ☐ Distributor accounts must be current at the time of order entry to be included in program.

Part A

Order Minimum	Qualifying Order Dates	Rebate	Additional Terms	MPA#	Dating Request
\$50,000	May 20 through June 7, 2013	6%	60 Days (25+60=85)	#13-0182	#1036
\$25,000	May 20 through June 7, 2013	4%	60 Days (25+60=85)	#13-0186	#1036

Part B

Order Minimum	Qualifying Order Dates	Rebate	Additional Terms	MPA#	
\$50,000	June 10 through July 19, 2013	4%	none	#13-0183	

In addition to the 2 part plan highlighted above, Weil-McLain is also offering the following product special:

Ultra Residential Special

- ☐ All Weil-McLain distributors may participate in this program.
- ☐ Qualifying orders are new orders entered for ***immediate shipment only*** from May 20th through June 7th, 2013.
- ☐ Qualifying orders are for **15 pcs minimum** of Ultra Residential Models 80 through 299
- ☐ Identify eligible orders with the following: ***"MPA 13-0184" Dating Request #1037.***
- ☐ Orders meeting program requirements will be eligible for the following:

**10% Rebate on Ultra Residential Models 80 through 299
60 Day Additional Terms (25+60=85)**

Weil-McLain will be announcing a price increase effective August 1, 2013. The increase will range from 2-6% depending on product line. Take this opportunity to stock up prior to the increase.

Rebates will be issued in the form of a credit memo at the end of August, 2013

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