



## MARKETING BULLETIN

BULLETIN NO: MB-1437

DATE: December 22, 2014

**TO:** All Weil-McLain Distributors and Agents  
**FROM:** Dan Neumann – Director of Sales and Marketing Support  
**SUBJECT:** Updates to 2015 Terms and Conditions of Sale

Weil-McLain is announcing some updates to their standard 2015 Terms and Conditions of Sale. The changes are related to section 4 as indicated in the now current Trade Price Schedule #53, dated August 1, 2014. Effective January 1, 2015 updated Shipping and Handling Charges will be in place. The new charges are indicated in the table below.

#### 4. Delivery and Delay.

(a) Subject to the shipping and handling charges in effect at the time of shipment. Products shall be shipped CPT (named place of destination) (Incoterms 2000). Title and risk of all damage or loss shall transfer to Distributor when delivery is made to the initial carrier. Shipping and handling charges will be determined for each individual order to a single ship-to location for Products that are released at one time, based on the table below, as may be amended from time to time without notice. No pooling of orders allowed in determining shipping and handling charges.

Individual Order Description (All Product Released at Same Time)	Shipping & Handling Charge (per Order/Single Ship-To Location)
UPS Eligible (Shipped from Weil-McLain Facility)	Published UPS Rates
UPS Eligible (Direct Vendor Shipment)	Published UPS Rates
<b>By Ground Shipment Other Than UPS:</b>	
Net Value up to \$5000	\$250
Net Value \$5000+ to \$15,000	\$350
Net Value \$15,000+ to \$50,000	\$450
Net Value \$50,000+	No Charge

Please take note of the new charges to be applied for orders received beginning January 1, 2015. Questions regarding these changes may be directed to your Weil-McLain sales representative.

Thank you for your continued support of Weil-McLain products and services.