



The Bulletin Board

Commercial Stock Up Promo: SlimFit™ 1000-2000
MB-1517 October 5, 2015



WEIL-McLAIN®



Stock Up on SlimFit™ 1000-2000 Boilers!

This promotion is in effect until Dec 31st, 2015 and applies to the Weil-McLain Territory Sales Managers, Manufacturer's Reps (both commission and buy/sell) and distributors in the U.S. that received this notice.

Program Details:

The Commercial Promotion for the SF1000, 1500, and 2000 is intended to facilitate the emergency replacement business by encouraging Weil-McLain distributors to keep inventory on hand in branch locations and close to contractors doing replacement projects (both emergency and planned). For this product, **distributors earn an additional 8% rebate** for select commercial boiler products. Distributors may elect to participate in this program in addition to any or all of the stocking programs listed separately (commercial cast iron and SF550/750). In order to qualify for the SF1000-2000 stocking program, the distributor must do **all** of the following:

- Already be enrolled in the stocking program for the SF550/750 (previously Ultra Commercial) or sign up for that program concurrently with sign-up for the SF1000-2000 stocking program.
- Host an in-house training event conducted by the Weil-McLain commercial team and the respective Territory Sales Manager or Manufacturer's Rep responsible for that territory. The purpose of this event is to train distributor salespeople and post-sales support individuals on selling this product, installation, startup, troubleshooting and servicing. Weil-McLain will arrange for a trade show boiler on site to facilitate that event.
- Immediately following the in-house training event, conduct an open house style product promotion event at that distributor's location. Weil-McLain will arrange for a trade show boiler on site to facilitate that event and will offer to produce high-quality invitations for the distributor to invite contractors. Additionally, Weil-McLain may make available co-op funds (up to 50% with attached invoice) for lunch served on location for that event.
- Place an initial stocking order equal to the minimum stocking level of two (2) SF1000, SF1500, or SF2000 boilers, and then maintain that minimum stocking level through Dec 31st, 2015. The two (2) stocked boilers may be the same size, or a mix of the three (3) available sizes, and either left or right hand orientation. Inventory levels are subject to verification at any time by the assigned Territory Sales Manager or Manufacturer's Rep, as applicable. If inventory verification shows a deficit and there is not a current fill-in order to replenish the inventory, the participating distributor may lose this discount.
- Rebates will be paid within 30 days of completion of the open house style product promotion event at that distributor's location.

Please contact your local Weil-McLain commercial specialist for more information. We look forward to participating in this promotion with you!

Thank you and good selling!

Points of Contact for Commercial Boiler Sales Support

Please contact your Weil-McLain commercial Territory Sales Manager or Manufacturer's Representative if you have any questions or concerns. This promotion will also be supported by:

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