

2005/2006 WHOLESALE DISCOUNT FREIGHT AND SALES PROGRAMS

Effective October 31, 2005

Supersedes document dated October 1, 2005

Mansfield® Plumbing/Windsor Collection Wholesale / Distributor Discount Program						Effective: October 31, 2005
Product Category	Discount	Multiplier	Quantity	Freight	Qualifiers	
Vitreous China, Enameled Steel, Toilet Seats and Cast Iron	44%	.56	Less than 350 pieces	Prepay and Add/Freight Collect		
Vitreous China, Enameled Steel, Toilet Seats and Cast Iron	44%	.56	350 or more pieces	FFA*		
Alto™ Acrylic Kitchen Sinks	44%	.56	Less than 48 pieces	Prepay and Add/Freight Collect	FFA if combined on qualifying order	
Alto™ Acrylic Kitchen Sinks	44%	.56	48 or more pieces	FFA*		
Mansfield Plumbing Special Order	17%	.83	Any quantity	FFA*	Not applicable to enameled steel products	
Windsor Collection Vitreous China	44%	.56	Less than 24 pieces	Prepay and Add/Freight Collect	FFA if combined on qualifying order	
Windsor Collection Vitreous China - Stocking	59%	.41	24 or more pieces	FFA*	Qualified stocking distributors	
Windsor Collection Special Order	33%	.67	Any quantity	FFA*		
Fittings and Parts	47%	.53	Less than \$1,200	Prepay and Add/Freight Collect	FFA if combined on qualifying order	
Fittings and Parts	47%	.53	\$1,200 or more	FFA*		
Shiloh Bath Furniture	50%	.50	Any quantity	Prepay and Add/Freight Collect	FOB Arab, AL	

For display discounts contact your Mansfield Plumbing Independent Manufacturer Representative or Regional Sales Manager.

- All accounts must be active with Mansfield Plumbing.
- 350 Pieces will receive truckload (TL) status.
 - Other products from same distribution center shipped FFA on qualifying TL orders (Loudonville, OH or Fontana, CA).
- Partial shipments of FFA orders are at Mansfield Plumbing's discretion.
 - Balance of partial shipments will be rescheduled by Mansfield Plumbing.
 - Changes to backorders will cancel original order status, and ship subject to applicable freight and discounts.
- Drop ship/fuel surcharge: \$75.00/drop ship - Three stops maximum. Discounts calculated per customer.
- Discounts and freight based on individual orders may be affected by cancellations or changes.
- Minimum order charge is \$50.00 (excluding credit card transactions.)
- All programs subject to change without notice.

Freight Terms

- **Freight Collect:** Freight company directly invoices customer on a separate invoice, after shipment.
- **Prepay and Add:** Mansfield Plumbing prepays all freight charges and adds them to product invoice.
- **FFA*:** Full freight allowed applies to truckload quantities. Drop charges will apply to loads of 900 pieces or less.

Acrylic Whirlpools and Air Massage Baths Wholesale / Distributor Discount Program						Effective: October 31, 2005
Product Category	Discount	Multiplier	Quantity	Freight	Qualifiers	
Swirl-way® Whirlpools	46%	.54	Any quantity	FFA		
Swirl-way® Soakers	40%	.60	Less than 12 pieces	FFA	Use lower discount rate when combined on qualifying order*	
Swirl-way® Soakers	46%	.54	12 or more pieces	FFA		
Ariance™ Air Massage Baths	46%	.54	Any quantity	FFA		
PRO-FIT™ Whirlpools	35%	.65	Less than 3 pieces	FFA	Use lower discount rate when combined on qualifying order*	
PRO-FIT™ Whirlpools	46%	.54	3 or more pieces	FFA		
PRO-FIT™ Quick Ship Whirlpools	30%	.70	Any quantity	FFA		
PRO-FIT™ Soakers	35%	.65	Less than 12 pieces	FFA	Use lower discount rate when combined on qualifying order*	
PRO-FIT™ Soakers	46%	.54	12 or more pieces	FFA		
PRO-FIT™ Quick Ship Soakers	30%	.70	Any quantity	FFA		
Alto™ Shower Bases	30%	.70	Less than 12 pieces	FFA	Use lower discount rate when combined on qualifying order*	
Alto™ Shower Bases	46%	.54	12 or more pieces	FFA		
Aprons, Trim and Parts	40%	.60	Any quantity	Prepay and Add/Freight Collect	Use lower discount rate when combined on qualifying order*	
Aprons, Trim and Parts - Factory installed	46%	.54	Any quantity	FFA	Factory installed	

For display discounts contact your Mansfield Plumbing Independent Manufacturer Representative or Regional Sales Manager.

- All accounts must be active with Mansfield Plumbing.
- Shipments from Henderson, TX, other products from same distribution center shipped FFA on qualifying order.
- Partial shipments of FFA orders are at Mansfield Plumbing's discretion.
 - Balance of partial shipments will be rescheduled by Mansfield Plumbing.
 - Changes to backorders will cancel original order status, and ship subject to applicable freight and discounts.
- Residential delivery fee: \$55.00 per shipment (prepay and add)
- Delivery notification fee: \$35.00 per shipment (prepay and add)
- Discounts and freight based on individual orders may be affected by cancellations or changes.
- All programs subject to change without notice.

* **Qualifying Order** - If any product group qualifies for the lower discount rate, all other items on the same order will receive lower published discount rate (Exception: *Quick Ship* program).

Freight Terms

- **Freight Collect:** Freight company directly invoices customer on a separate invoice, after shipment.
- **Prepay and Add:** Mansfield® Plumbing prepays all freight charges and adds them to product invoice.
- **FFA:** Full freight allowed.

Freight Terms - **Freight Collect:** Freight company directly invoices customer on a separate invoice, after shipment. **Prepay and Add:** Mansfield Plumbing prepays all freight charges and adds them to product invoice. **FFA:** Full freight allowed.

Customer Service: Acrylic Products: (800) 999-1459 or Fax: (903) 655-3503 • All Other Products: (877) 850-3060 or Fax: (419) 938-6234
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