



September 24, 2012

To: All Altmans Customers & Sales Representatives

From: Andrew Schor

RE: Gilford Collection Discontinuation

Effective Immediately, Altmans Products will no longer be able to supply the Gilford Collection Lavatory Spouts. As of today, we are completely out of stock and have no plans to remake this design.

The Gilford style has been in our line for well over 20 Years, and has lost its popularity and appeal for today's customer. By not re-ordering, it will be clearing way for new products and new designs.

Should you have this product on display, you have a few options-

- Throw it away (please recycle if possible)
- Sell it, providing that you have the full valve bodies on your display, and we will sell you the additional pieces to make it whole, if needed
- Return it to Altmans, and in exchange, we will offer you a new product from our Kubica, Magna, Magna II, Nuva, Oniah, Revolution, Spira, or Vertika collections replace it for display
 - Limit 1 per customer

Please feel free to contact Eddie in our RGA department, and/or your local sales representative to assist you in expediting a return for replacement.

We appreciate your patronage.

Sincerely,

Andrew Schor
National Sales Manager

Cc/ Esgardo Flores
Jorge Jimenez
Luis Ramirez
Altmans Customer Service