



TO: All Gerber Sales Reps

DATE: December 16, 2009

FROM: Joe Sell

SUBJECT: APPROXIMATE LEAD TIME FOR NEW ORDERS BASED ON DATE OF CHICAGO ORDER ENTRY (TRANSIT TIME MUST BE ADDED TO ESTIMATE ARRIVAL DATE)

Vitreous China & Cast Iron

Current lead time for new orders is 1 to 2 weeks* except for the items listed below.

Product	Lead Time	Closet Available Substitute
1. 12-224 Lav Vanity Top 19" X 17" 4"cc	2 - 3 weeks	
2. 12-244 Lav Vanity Top 25" X 20" 4" cc	3 weeks	
3. 12-514 Maxwell Lav Top 25" X 20" 4"cc	6 weeks	12-564 LaRive (with 29-840 ped leg)
4. 12-535 Brianne Pet Ped Lav Top 4" cc	4 weeks	
5. 12-760 Logan Square undermount lav	4 weeks	
6. 12-844-15 oval undermount lav 20" X 17" 4"cc	4 - 5 weeks	
7. 12-879 Logan Square self-rimming lav 8" cc	4 weeks	
8. 21-562-23 Viper EL bowl silver	3 weeks	21-762-23 and 28-790-23 Aqua Saver
9. 21-828-09 Avalanche ADA bowl white	2 - 3 weeks	
10. 28-492 Maxwell 12" RI insulated tank white	5 - 6 weeks	
11. 28-530 Logan Square 12" RI tank white	3 weeks	
12. 28-590-25 Viper 12" RI tank bone	3 weeks	
13. 28-892 Avalanche 12" RI insulated tank white	8 weeks	
14. HE-28-894 Avalanche 1.28 14" RI tank white (New product)	6 weeks	

PIECE COUNT FOR TRAPEZOID CARTON LAVS

All 12-834-CH (Maxwell 20" X 17" oval drop-in lavatory in trapezoid carton) and 12-884-CH (Maxwell 19" round drop-in lavatory) series count as 1/2 piece toward 300 piece pool truckload or 900 piece full truckload orders.

***Note:** Most orders will be scheduled for 1 to 2 weeks but a few may be scheduled for 3 weeks to allow for transit time between U.S. distribution centers.