



TO: All Gerber Sales Reps

DATE: May 10, 2010

FROM: Justin Laskowski

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      | Description                             | Lead Time | Closest Available Substitute |
|--------------|-----------------------------------------|-----------|------------------------------|
| 12-384       | LAV WALL HUNG 20X18 4"CC                | 3 weeks   |                              |
| 12-504-09    | MAXWELL PED TOP,20.5"X17.7",4"CTRS,BISC | 4 weeks   |                              |
| 12-518       | MAXWELL PED TOP,25.2"X20.5",8"CTRS      | 5 weeks   |                              |
| 12-559       | LOGAN SQUARE PET PED LAV TOP 8"CC       | 3 weeks   |                              |
| 12-780-09    | UNDERMNT LAV,19.25"X15.75"OVAL,BISC     | 4 weeks   |                              |
| 12-834-09-CH | MAXWELL S-RIM LAV,20"X17"OVAL,4"C,BISC  | 6 weeks   |                              |
| 12-879       | LOGAN SQUARE SRIM LAV 8"CC              | 8 weeks   |                              |
| 21-528       | VIPER ADA BOWL,EL,1.6G                  | 3 weeks   |                              |
| 21-538-09    | LOGAN SQUARE ADA EL BOWL BISC           | 4 weeks   |                              |
| 21-762       | 1.6 G EL BOWL,10/12/14"RI               | 3 weeks   |                              |
| 28-595-25    | VIPER TANK,10"RI,1.6G,BONE              | 3 weeks   |                              |
| 28-890-25    | AVALANCHE TANK,12"RI,1.6,BONE           | 3 weeks   |                              |
| 29-841-09    | PEDESTAL 29 INCHES - BRIT BISC          | 4 weeks   |                              |
| 29-847       | LOGAN SQUARE PEDESTAL                   | 3 weeks   |                              |
| DF-28-194    | MAXWELL DUAL FLUSH TANK 14" RI          | 6 weeks   |                              |
| HE-28-890-97 | AVALANCHE TANK,12"RI,1.28, RH FLUSH     | 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.