

TO: HYDRONIC HEATING DISTRIBUTORS DATE: February 19, 1975
PRICE BULLETIN: 75-1
SUBJECT: HYDRONIC HEATING EQUIPMENT TRADE PRICE BOOK HH-75-1
EFFECTIVE January 1, 1975

Enclosed is the new American-Standard Trade Book HH-75-1 and a copy of the letter addressed to your hydronic heating customers whose names appear on our current mailing list. This price book confirms prices established in Price Bulletin 74-11 and Indexed in Price Bulletin 74-14. Prices on selected PFA-3, PFA-5, A-5 and FRA-5 oil fired boiler/burner units have been adjusted to reflect increases in the purchase cost of oil burners as a result of the new U.L. standards. Noteworthy changes in HH-75-1 beyond actual price changes include:

- Discontinuance of the A-3M boiler/burner unit and boiler only announced on June 1, 1973.
- Discontinuance of cast iron radiation, announced in November 1973.

Distributor net costs for American-Standard heating products listed in the Price Book HH-75-1 are the trade prices shown therein less 20-5%.

Distributor net costs for repair parts are as follows:

- Boilers: List prices from Repair Parts Catalog (9100-2) dated 7/8/74 less 25-20-5% F.O.B. factory-----
\$25.00 minimum invoice applies.
- Oil Boilers: List prices from Oil Burner Repair Parts Catalog (1974 edition) less 25-20-5% F.O.B. factory-----
\$25.00 minimum invoice applies.



The following stocking discounts apply beyond 20-5% when these products are purchased for stock and are shipped in either straight carloads or truckloads, or are combined for shipment as a mixed carload or truckload of heating products:

Boilers, Accessories and Controls

All boilers, packaged boilers, boiler/burner units, zone valve packages and tankless heater..... 10.0%

Heatrim Elements, Enclosures and Accessories

1000 to 1999 lineal feet..... 10.0%

2000 lineal feet or more..... 10-5.0%

Conversion or replacement oil burners complete with control sets, with primary control and nozzle, or less all controls as listed in the price book (not as part of boiler/burner units)....12 or more 5.0%

The following stocking discounts apply beyond 20-5% when these products are purchased in the quantities indicated for stock:

Stock Model Multifin Convectors

10 to 24 units..... 5.0%

25 to 49 units..... 10.0%

50 units or more..... 15.0%

Cast Iron Repair Parts for Current Boilers

In lots of 2000 lbs. or more..... 10.0%

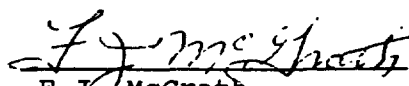
Cash discounts may be calculated on the total amount of the invoice before additions or deductions for transportation and before additions of any applicable taxes.

2% cash discount, 20th Proximo

Net terms - 30 days from discount date.

All prices included in our previous Price Book HH-73-6 and supplements are withdrawn.

Prices are subject to change without notice and are subject to the addition of any manufacturers' or sales tax applicable thereto.


F.J. McGrath
Vice-President, Sales

AMERICAN-STANDARD
Plumbing/Heating

enclosure



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TO THE HYDRONIC HEATING CONTRACTOR

Enclosed is American-Standard Hydronic Heating Equipment Price Book HH-75-1, dated January 1, 1975, which includes product changes made since the issuance of HH-73-6 and confirms price increases announced July 8, 1974.

All previous prices for American-Standard hydronic heating products are withdrawn.

Prices are subject to change without notice and are subject to the addition of any manufacturers' or sales tax applicable thereto.

Consult your American-Standard distributor for literature and additional information regarding products, prices, freight terms and promotional assistance available to you on American-Standard hydronic heating products.

**AMERICAN-STANDARD
Plumbing/Heating**

Enclosure: HH-75-1 Price Book