

**ALL SALES MEMORANDUM**

**ASM #:** SLS0010-INNER PACKAGE CHANGE  
**FROM:** SALES  
**DATE:** JUNE 15, 2016  
**SUBJECT:** INNER PACKAGE CHANGE

As the market has continued to evolve we have noticed a change in our customer ordering process. Smaller quantities are requested with more frequent ordering. EPC initiated new packaging changes in efforts to assist in the customer market requirements.

The following changes have been made:

- Inner carton changed to inner bags
  - Wrot, Wrot DWV and ACR fittings only
- Inner package quantity reduced
- Orders will begin to round to the inner bag quantity as a minimum order quantity on June 20, 2016.

Resources to assist you in making the transition:

- Files in pdf and excel with the new quantities shown on the Excel Price Lists are available at [www.ElkhartProducts.com](http://www.ElkhartProducts.com).
  - [ElkhartCustomerService@ElkhartProducts.com](mailto:ElkhartCustomerService@ElkhartProducts.com) will also be happy to send you the files electronically.
- Overview of packaging changes have been provided on the following attachment.
- Electronic Order Acknowledgements are available for order review
  - We will need an email address on file. Please provide the email responsible for acknowledgement distribution to [ElkhartCustomerService@ElkhartProducts.com](mailto:ElkhartCustomerService@ElkhartProducts.com).

Master cartons did not change. All figure numbers, item numbers and UPC codes remain the same. We did take the opportunity during the transition to improve the layout of the labeling process, samples of the bags have been sent to the Sales team to assist in the review.

All bags are transparent, offering the highest visibility of the material and samples have been sent to the Sales team to assist in the review.

During this transition stock from consignees and existing inventory may continue to ship in the traditional inner boxes. Inner boxes will still be available on select skus where the bagging operation may not be accessible for the material.

Thank you for your continued support.