

CHANGES TO CALIPER CORE SURCHARGE GROUPS



Dear Customer,

As a remanufacturer, it is vital that we receive the correct mix and quality of old core. This enables us to maintain good product availability across our range and provide high quality product to you.

We constantly review our core surcharge scheme to ensure the correct core is returned to us. To optimize core returns against some of our more important product types, we will be implementing the following changes to our surcharge groups. These changes are designed to encourage the return of the correct mix of core against customer demand. All will become effective 1st April 2016,

MCC062	ELSA195/225	becomes	MCC063	ELSA195	Surcharge €200
			MCC064	ELSA225	Surcharge €200
MCC230	Knorr SN7 Double Bellows	ceases to exist	These cores are now combined into MCC211		The surcharge remains unchanged at €200

From 1st April all purchases of ELSA195 and ELSA225 products will be surcharged with the new group structure. Your core accounts will be automatically adjusted so that all eligibility will be transferred from MCC062 to MCC063 & MCC064 in line with the product mix you have previously purchased. Similarly, banked units will be transferred to MCC063 & MCC064 dependent upon the core types you have returned.

Your core account will be automatically adjusted so that banked and eligible units for MCC230 and MCC211 are combined.

All other surcharge groups and values remain unchanged.

Please see the attached Core Identification Guidelines to help with identification of ELSA195 and ELSA225 identification.

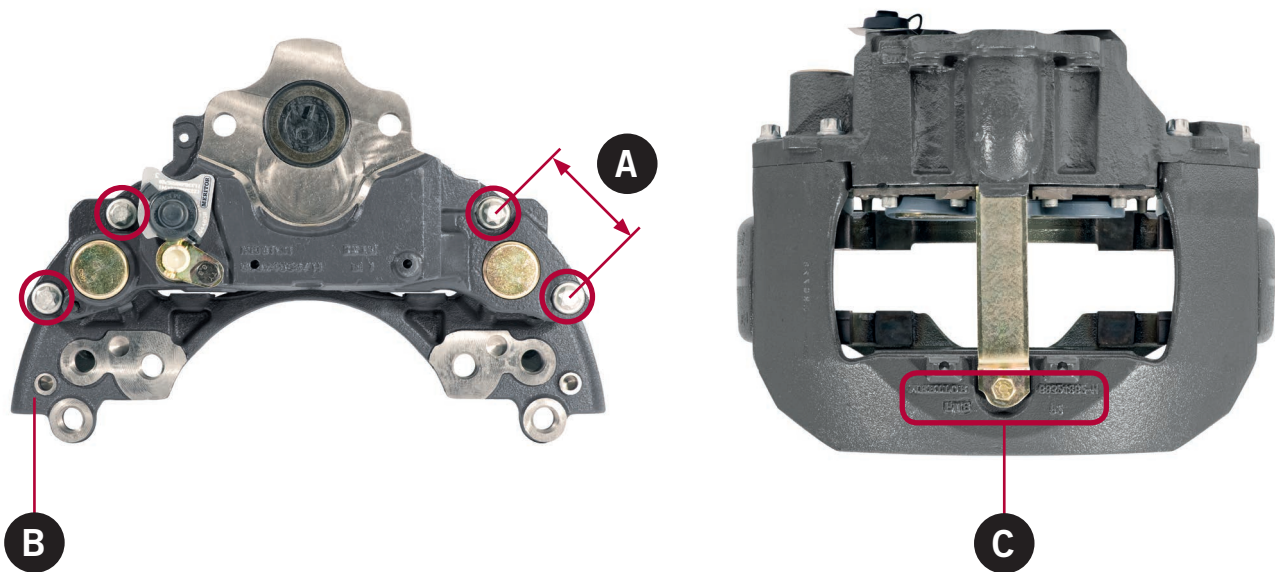
We are working on a new core caliper identification poster to support this change, as well as new supporting information for our core surcharge scheme, this will be sent to you in the near future.

Your Sales and Marketing Team

ELSA195 & ELSA225 CORE IDENTIFICATION GUIDELINES



ELSA195 and ELSA225 now have different core groups. ELSA195 = MCC063 & ELSA225 = MCC064. They can be identified by differences in Bridge Bolt spacing or by casting numbers.



		ELSA195 (MCC063)	ELSA225 (MCC064)
A	Bridge Bolt Spacing	64mm	64mm or 75mm or 85mm
B	Pad Carrier Casting Numbers	68324660	68324200
		68325353	68325303
			68325306
			68325994
C	Bridge Casting Numbers	68324662	68323713
		68325355	68324862
			68324922
			68325992
			68326155