



## Product Catalog 2019

**Book Effective 3/1/2019**

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December 18, 2019

**Attn: All Customers,**

The following changes are effective immediately for the **March 1, 2019 Product Catalog:**

### **All Book Trusses**

The modification factor for all book list prices will be

**0.42**

For Residential & Agricultural

(Book Price X Modifier) = Wholesale Cost

Please add your markup to the wholesale cost to get your selling price.

**Example:** 30ft, 4:12 pitch, 10ft O.C., no ceiling load Ag trusses are \$ 253.88 list price.

$\$253.88 \times 0.42 = \$106.63$  wholesale cost each.

**\*\*\* Please call for pricing for large Quantities. \*\*\***

This applies to all individual trusses that meet the design criteria of the price book.

This modifier does not apply to engineered lumber prices, custom designed trusses or designs based on blueprints. Any price given over the phone, via email or by fax is your cost.

**All orders placed prior to December 18<sup>th</sup> will remain priced as quoted.**

### **Delivery**

Free site delivery may be subject to minimum purchase and site access in some areas.

Any charges are assessed on a per order basis. Please call for details.

If you do not have a current product catalog, please call **(800) 325-0114** and ask for Jesse.

Thank you again and please know that we sincerely appreciate your continuing business!

The employees of Heartland Wood Products, Inc.