



CUSTOM CATALOG PROGRAM

PUT YOUR FACE ON OUR CATALOG

StryBuc Industries is offering you a risk free opportunity to expand your product line and INCREASE SALES!

Call today and have us customize this catalog specifically for your company. We'll be glad to imprint your company name, logo, address, phone number and e-mail address on the cover. The same wide selection of quality parts will be offered inside. Minimum quantity 25. Allow 2-3 weeks delivery.

Account #: _____

Account Name: _____

Account Contact: _____

Dear

Pierangeli Group, Inc. ("PGI") DBA Strybuc Industries (SBI), is pleased to announce our Customized Catalog Program ("Program"). We have developed this marketing concept in an effort to create increased sales of window and door replacement parts for our customers. Strybuc Industries is offering to print a generic catalog, consisting of our most popular items, with your company name, address, phone and fax numbers, including e-mail and web address.

There will be no reference to Pierangeli Group, Inc. or Strybuc Industries other than copyright designation, PGI 10/18 and copyright information listed under Terms and Conditions.

The purpose of this letter is to set forth our understanding regarding the Program.

This catalog will let your customers know that you have a wide array of parts at your disposal. It will also improve identification and communication since most of our drawings are provided with dimensions.

Each of our customers who have participated in this program has experienced a significant increase in sales.

As you know, this catalog represents a substantial investment by Strybuc Industries and in return for your use of our copyrighted pictures and drawings and your participation in the Program, we need to be assured that Strybuc Industries will be your primary source for all the products listed in the customized catalog.

Of course, we understand that you must be competitively priced in order to help you maintain your position in the marketplace. If in specific situations you believe that our prices are not competitive, please give us an opportunity to revise our prices, assuming we're bidding against the same quality and quantity per item.

Strybuc Industries will review its sales to you under the Program on a quarterly and annual basis. If we determine that Strybuc Industries is not your primary source for window and door replacement parts, we reserve the right to terminate your participation in the Program on ten (10) days notice.

Pierangeli Group, Inc. authorizes you to use its copyrighted pictures (on your promotional material) for purposes of soliciting sales. You may not reproduce our copyrighted catalog in any manner, including uploading this catalog to your company web site, without expressed written consent from an official of PGI.

Either you or Strybuc Industries may terminate your participation in the Program on thirty (30) days notice to the other.

There are many benefits that go along with the Program. Besides generating more sales for your company by showing your customers that you have a complete product line of window and door replacement hardware, we have developed a way for you to utilize our complete inventory as if it were in your back room.

By utilizing our “Blind Drop Ship” Program, you save time and money. We’ll ship your order directly to your customer, without any reference to Strybuc Industries. The material is shipped in generic bags and cartons along with a generic pick/pack slip, referencing the part numbers that appear in **your** catalog. This is a proven way to increase profits by eliminating extra delivery and handling costs.

We also offer SBI Express for those customers who need their parts in a hurry. You can choose any of the SBI Express delivery services, such as: Next Day by 10:00 a.m. – to get your package there on time, when you need it – Guaranteed!

These are just some of the benefits of being a Strybuc customer – quality service and quality products at competitive prices.

Our fully trained Account Managers are more than willing to assist you in developing sales promotions, help you identify products and answer any technical questions relative to our products.

We look forward to working with you and wish you great success with your Strybuc Customized Catalog.

Please indicate your acceptance of this understanding regarding your participation in the Program by signing a copy of the letter and return to me.

Thank you for your interest in Strybuc Industries.

Best regards,



Paul J. Pierangeli
Vice President of Sales & Marketing

**ACCEPTED AND APPROVED
(OFFICER OF COMPANY)**

BY: _____

TITLE: _____

DATE: _____



Strybuc Industries Customized Catalog Program (In-House Production)

Price List

500-50 <i>408 page catalog</i>	
500	\$8.95 per catalog
250	\$10.95 per catalog
100	\$11.95 per catalog
50	\$12.95 per catalog
25*	\$14.95 per catalog

*Minimum 25 Catalogs

When you order your catalog thru Strybuc's Customized Catalog Program you will have a choice of a color front and back cover. Each front and back cover of your catalog will be coated with a glossy finish. The inside front and back cover will be an uncoated, non-gloss finish in black. This coated/uncoated layout, printed on 8 point paper stock, produces a durable, attractive and economically viable catalog.

QUALIFICATION FORM - CUSTOMIZED CATALOGS

1. How long in business? _____
2. Market Type? _____
3. Annual Dollar amount of sales ? _____
(From Window & Door Parts)
4. Percentage of potential increase you project for the following year? _____
5. Please list suppliers of window and door parts, including amount:

<u>Supplier</u>	<u>Amount</u>

6. Purchaser's name: _____
7. Acct's Payable name: _____
8. Owner's name: _____
9. Please rate types of products by level of importance (#1 being *most* important)

- _____ Balances and Accessories
- _____ Patio Door Rollers/ Handle Sets
- _____ Screen Frames and Accessories
- _____ Glazing Bead and Track
- _____ Security Hardware
- _____ Operators
- _____ Closet Hardware

OFFICE USE ONLY

ACCOUNT#: _____
 ACCOUNT NAME: _____
 APPROVED BY: _____
 DATE: _____

strybuc
INDUSTRIES
WINDOW AND DOOR HARDWARE
 P.O. Box 1067
 Sharon Hill, PA 19079-0767
 cservice@strybuc.com
 610-534-3200
 sales fax) 610-534-3202
 purchasing fax) 610-534-3201

WORK ORDER FOR CUSTOMIZED CATALOGS

Your catalogs are customized to your specifications. The following information is needed. Please print carefully:

Front Cover

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Toll Free No: _____

Local No: Area Code () _____

Fax No: Area Code () _____

Quantity Ordered: _____

Back Cover

Permit No. or Other _____

The inside front and inside back covers can also be customized with your individual information. All prices are based on black ink. Typesetting is included in the price. Additional graphics or involved art design can add to the cost.

Front Inside Cover

"One Stop Source", or Other (if other please specify) _____

Back Inside Cover

Terms & Conditions, or Other (if other please specify) _____

Part #500-50 is our Custom Catalog with 384 pages
(minimum 25 catalogs)

Quantity _____

**WORK ORDER CANNOT BE PROCESSED UNTIL
PURCHASING AGREEMENT IS SIGNED AND RECEIVED**



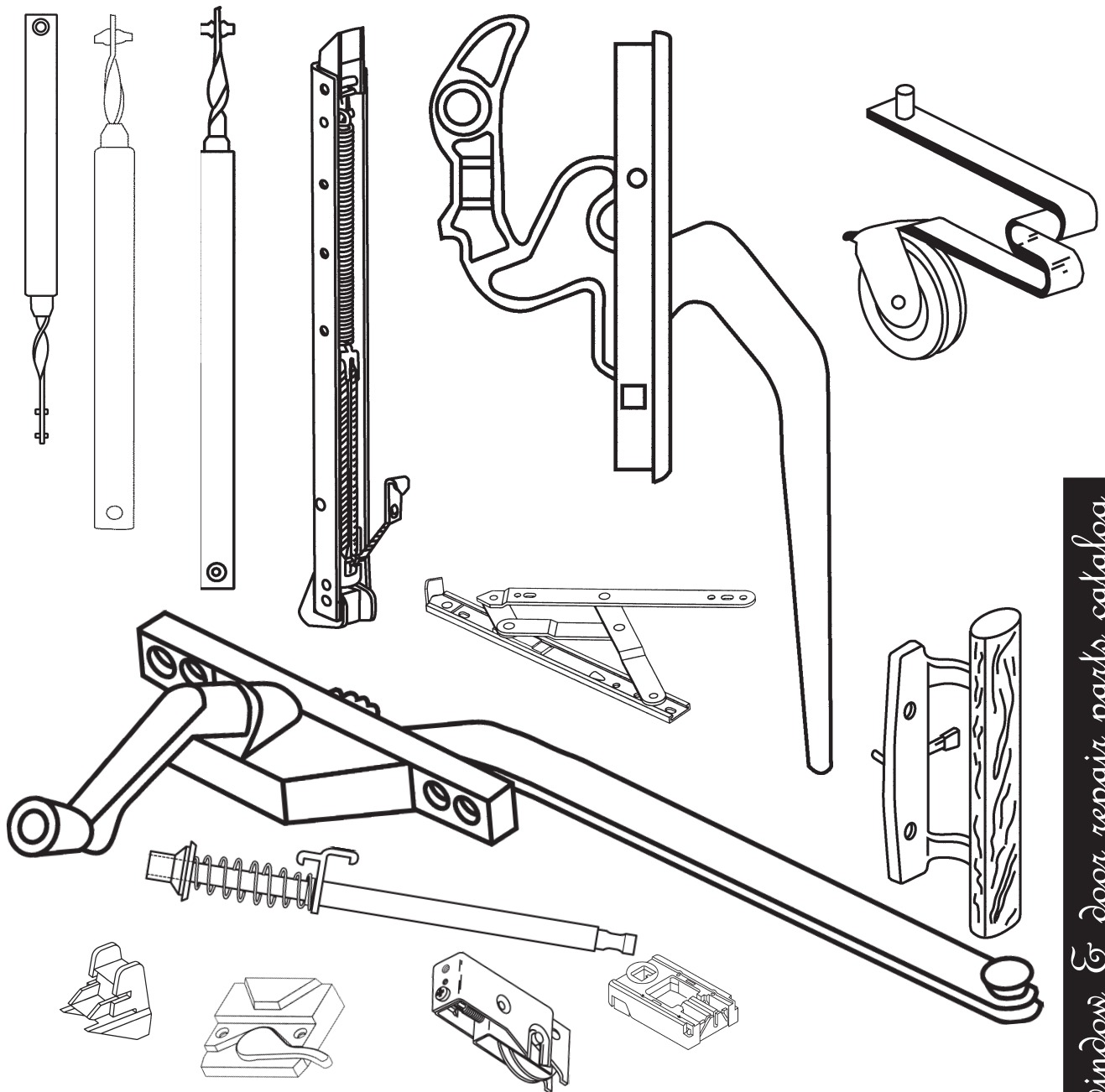
**YOUR ONE STOP SOURCE FOR ALL
YOUR WINDOW & DOOR HARDWARE**

6000 SUN VIEW ROAD BALTIMORE, MARYLAND 21784

TOLL FREE 877-654-5555

FAX 410-654-5551

YOUR COMPANY & TAG LINE

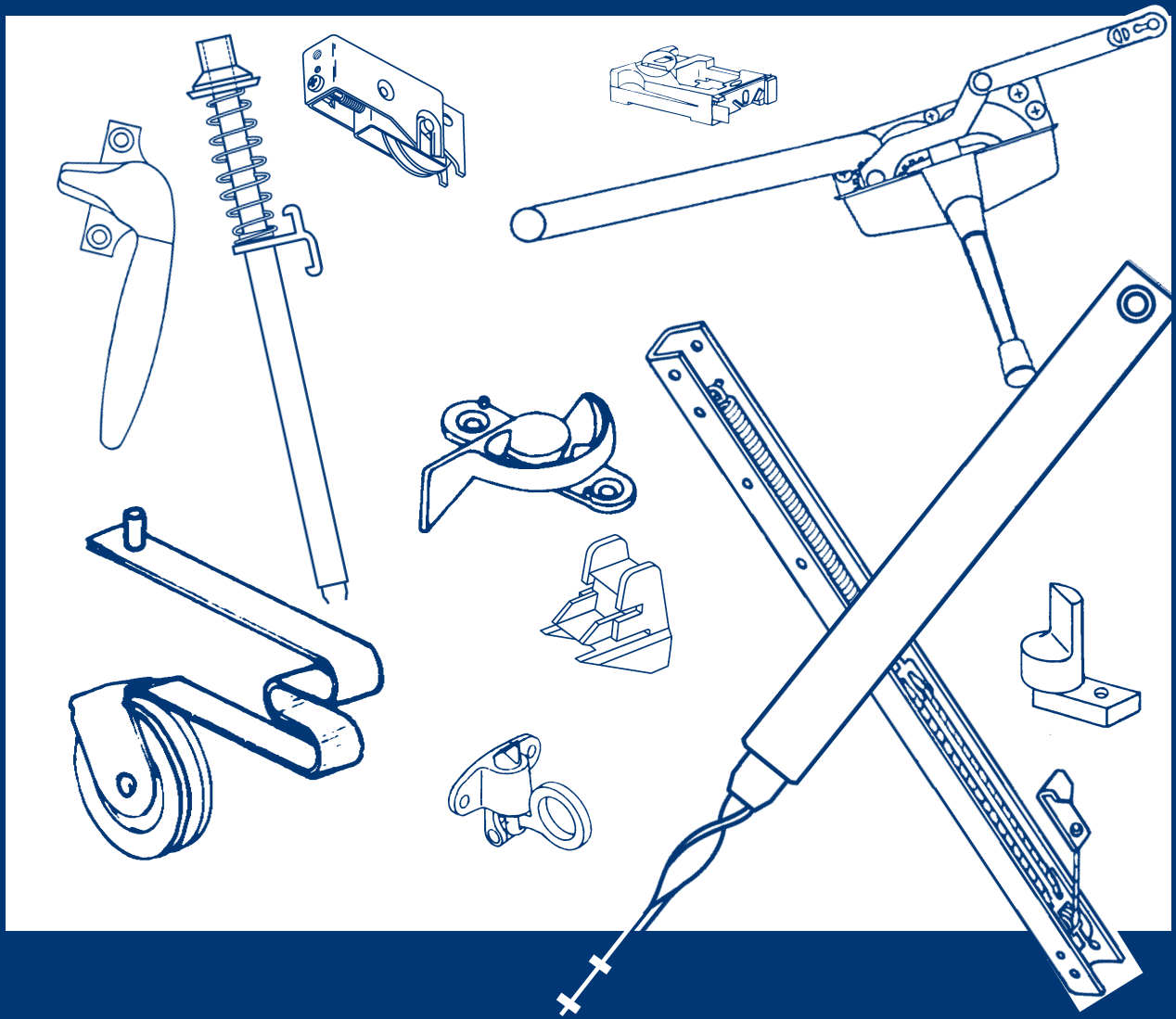


Window & door repair parts catalog



YOUR COMPANY AND TAG LINE

**TOLL FREE
877-654-5555
FAX 410-654-5551**



Your Best Source For Current Style, Hard To Find And Obsolete Parts.

YOUR COMPANY

Window & Door Hardware

614-555-1446 • Fax: 614-555-1577

ONE-STOP SOURCE FOR CURRENT STYLE, HARD-TO-FIND AND OBSOLETE WINDOW AND DOOR HARDWARE!

WE SPECIALIZE IN...

- Window Sash Balances & Accessories (Tube & Channel)
- Sliding Window Hardware
- Awning & Jalousie Window Hardware
- Casement, Project-Out & Hopper Window Hardware
- Window Screen Hardware
- Closet Door Hardware
- Patio Door & Screen Door Hardware
- Storm Door Hardware
- Shower Door Hardware

■ SEND A SAMPLE

This catalog shows only a small sampling of the parts we offer. If you don't see the part you need, or are not sure you have identified the correct part number to order, then send a sample to the address on the front cover.

■ CUSTOM MADE MERCHANDISE

If you need a part which has been discontinued, send us a working sample. We will give you a quote on duplicating it.

■ EASY ORDER INSTRUCTIONS FOR WINDOW BALANCES

■ DELIVERY

Stock items shipped within 10 days. Specialty items 2-6 weeks or as quoted.

TERMS AND CONDITIONS

TERMS	Net 30 days.
PRICING	Due to market fluctuations, prices will be subject to change without notice.
ORDERING	Our catalog has been designed to make ordering as easy as possible. However, if you are not a 100% sure that you have found the part you need - PLEASE SEND A SAMPLE . To help expedite your orders, please use our part numbers and include your account number on all purchase orders. Customers must specify at time of order if back orders should be canceled. Otherwise back orders will be released routinely and not subject to return.
QUOTATIONS	All quotations good for 30 days, unless otherwise specified. If an item is not shown in our catalog, PLEASE SEND A SAMPLE with any available information - such as name of manufacturer or brand name of their window or door, the type of window or door; e.g., sliding or casement. It is also important to know what function the part performs. If you are presently using a substitute item for your original part - please send both parts. We may be able to provide the original. The above information will help us reduce research time for hard to find and obsolete parts.
FINISHING	Standard finishes will be provided. Please specify if you require a particular finish.
HANDING INFORMATION	We determine whether an item is left handed or right handed - viewing it from the inside looking out. Items on your right hand will be right hand - items on your left will be left hand.
SUBSTITUTION	In order to satisfy need and provide our customers with the most economical and highest quality parts, we may replace catalog items with working substitutes from time to time.
CUSTOM MADE SPECIAL ORDER MERCHANDISE	In order to serve you better, we offer our machine shop facilities for items no longer available. A deposit may be required for custom made/ special order material. We will not accept any returns or cancellations for custom made parts, therefore a written or faxed Purchase Order is required.
SHIPPING	Stock items - within 24 hours upon receipt of order. Non-stock items 3 to 8 weeks or as specified.
RETURNS	A 25% Handling/Restocking charge will be assessed to all returns for reasons other than our errors. All returns must be made within 60 days of invoice date. Custom Made/ Special Orders are not subject to return.
CLAIMS	It is your responsibility to inspect all shipments for shortages and damages (concealed or otherwise). If damage has occurred it is your responsibility to file a claim with the carrier. All claims are to be made within 10 days.
DISCLAIMER	Photos and illustrations in this catalog are intended only to give an idea of what a product looks like. It is to identify that products use, and does not imply that the item is a genuine product of the said original manufacturer.
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