



4540 W. THOMAS STREET CHICAGO, IL 60651

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September 13, 2013

Dear Black Swan Customers,

Black Swan will be making a major change in regards to wax bowl rings. We will be expanding our offerings on the wax rings (12 different wax rings in total) and we will be making four different closet bolts kits available for each of these wax rings. Black Swan will have a "buffet" to offer all of our customers.

In order to expand this line of products and to have a logical order of stock numbers, we have decided to change the stock numbers on our wax rings. We realize this could be a little difficult for our customers. However, we feel the end results will be very beneficial for our customers.

Enclosed is a chart of the existing rings along with the old and the new stock numbers. We are also putting the expected date of when the new stock numbers will be on the packaging.

Black Swan will do everything we can to make this transition smooth.

Thank you very much for the business.

Jeff Lichten

Jeff Lichten
President



WAX BOWL RING STOCK NUMBERS

PRODUCT	OLD STOCK NO.	NEW STOCK NO.	APPROXIMATE DATE OF CHANGE
SWAN WAX	04000	04300	10/01/2013
SWAN WAX WITH BRASS BOLT KIT	04001	04305	10/01/2013
SWAN WAX W/BP BOLT KIT	04002	04310	10/01/2013
SWAN WAX WITH URETHANE	04003	04330	10/01/2013
JUMBO SWAN WAX	04004	04360	07/01/2014
FLANGE & GASKET	04005	04420	01/01/2014
FLANGE & GASKET W/BRASS BOLT KIT	04006	04425	07/01/2014
FLANGE & GASKET W/BP BOLT KIT	04007	04430	07/01/2014
FLANGE & GASKET WITH URETHANE	04008	04450	07/01/2014
JUMBO FLANGE & GASKET	04009	04480	01/01/2014
FLANGE & GASKET – 4"	04011	04540	07/01/2014
FLANGE & GASKET -4" W/BP BOLT KIT	04013	04550	07/01/2014
URINAL GASKET	04018	04700	01/01/2014
FELT WAX RING	04025	04720	01/01/2014
URINAL FELT WAX RING	04026	04730	01/01/2014