

Anderson Rationalization

Why is Weiler eliminating the Anderson brand?

Weiler Abrasives Group acquired Anderson Products in 2000, helping to secure its market leadership position in surface conditioning. Since then sales of Anderson Products have steadily declined as much of the business transitioned over to the Weiler brand. Given the current economic challenges and the need to reduce costs and better manage working capital, Weiler has decided to officially eliminate the Anderson Brand and transition the remaining Anderson Products catalog offering over to the Weiler brand. This rationalization will allow us to eliminate redundancy throughout both our supply chain and operations, which will ultimately position us to better service our customers. Below are additional details to help you to make a smooth transition.

What accounts are affected?

Any account currently purchasing Anderson products.

How will the Anderson items be crossed to Weiler?

There are four categories of crosses:

- Direct Cross – Exact same item
- Near Cross – Closest item could have product differences that require further evaluation and potential testing
- New Item – No cross available, will consider creating new Weiler item if current volume is enough to justify creation of a new item number
- Obsolete – No cross available, not enough volume to justify creating a new item

How will orders be affected?

As the Anderson items are eliminated and made obsolete the cross to the Weiler item will be provided and offered in place of the Anderson item.

How will custom or special items be affected?

Custom or special items will remain on contract. However, the item number may change as well as the product branding. In some cases, Weiler may continue with the Anderson item number and retain the A prefix in other cases a new Weiler item may be created. It will depend on the circumstances regarding the distributor or end user.

How will Anderson contract pricing be affected?

As part of the Anderson rationalization the intent is to change to standard Weiler net pricing based on the distributor tier. However, in certain circumstances contract pricing may be offered on the Weiler cross item. If the contract is not created, then the contract pricing was not retained, and a new SPA request will be needed.

How will Inventory levels of Anderson items be managed?

Once the inventory is depleted and each account has been transitioned the item will be obsoleted. If an order is entered before all accounts have transitioned the item may be made to order which may increase the lead time. As Anderson items are eliminated their forecasts will be rolled into the Weiler equivalent item to ensure adequate inventory levels.

What is the timing of the Anderson rationalization?

This rationalization will be fully transitioned by September 30, 2020.

How will Anderson Returns be handled?

Returns will be evaluated on a case by case basis up to September 30, 2020 at which point returns will no longer be accepted individually or part of annual inventory/stock adjustments.

What will happen with the Anderson landing page on the website?

The Anderson landing page on the website will remain and will continue to include the instructions for how to cross Anderson to Weiler items. The page will also be updated with information regarding the elimination of the Anderson brand of products.

How will the Anderson brand elimination be communicated?

The Anderson brand elimination will be communicated via e-mail or by a Weiler Sales Representative.