

PRODUCT BULLETIN

Variable Transformer Product Updates

December, 01 2017 Bulletin # 120117

As the Director of Business Development which includes the Product Management for the Variable Transformer line of equipment, I want to utilize Product Bulletins as a way to keep you informed of what is happening with VT products at Staco.

A. Substituting 6020 Family for >3-gang 5021 Family of products (28 amp, 240 volt coils).

The substitution is the 6020 Family of products (35 amp, 240 volt coils). Continue to size the correct SKU based on the load current amp rating. This provides more capacity and smaller price/amp, footprint, and weight. The MSRP will be more competitive for the 6020 Family and provide a better overall solution for your customer.

B. Create single Standard Discount Schedule of 25% for VT-5 and the new Product Groups VT-5A (4-6) gang and VT-5B (7-27) gang.

Offering a single discount allows a much simpler pricing and quotation structure which results in quicker response and savings to you and your customer when large systems are requested.

Thanks, Paul Heiligenberg
Director of Business Development

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