



# M E M O R A N D U M

## **Southeast Stihl Price Files**

In our continual effort to provide better products and services, some changes have been made to the Southeast Stihl price files, effective with the 2015 update. Those changes are outlined, below.

**Parts-only price file (alpha code “STI”)** – In the past, this file contained spare parts, only. Beginning with the 2015 update, the file now contains 3 new categories of items: Lubricants, Promo-Literature, and Spec Tools. Whereas the spare parts always included suggested retail and dealer cost, the items in the 3 new categories (Lubricants, Promo-Literature, and Spec Tools) include dealer cost, *only*. To distinguish the items in these categories from each other, and to distinguish them from the spare parts, the parts price file now includes 3 new discount codes. Lubricant items will have a “L” price code on the price file; Promo-Literature items will have a “P” price code on the price file; Spec-Tools will have a “S” price code on the price file. All other items in the price file will be spare parts, and will have the “blank” price code, as had always been the case in the past. In short, the parts-only price file now includes 4 price codes, as discussed above: “blank,” L, P, and S.

**Accessories-only price file (alpha code “AST”)** – We now offer an accessory-only price file. This price file includes both suggested retail and dealer cost. There are 2 categories of accessories: Those which receive an additional discount, and those which do not. The vast majority of the accessories receive an additional discount, but several dozen do not. In order to identify which accessories do receive the additional discount vs. those which do not, the accessory-only price file includes 2 price codes. Those accessories which DO receive an additional discount have a “blank” price code on the price file. Those accessories which do NOT receive an additional discount have a “N” price code on the price file. In short, the accessories-only price file includes 2 discount codes, as discussed above: “blank” and N. The accessories-only price file is a totally separate price file from the parts-only price file, and may be purchased separately.

**Units/attachments-only price file (alpha code “STW”)** – We now offer an unit/attachment-only price file. This price file includes both suggested retail and dealer cost. Some units are eligible for an additional discount, others are not. The 2 categories of units are separated on the price file by 2 price codes. Those units which DO receive an additional discount have a “Y” price code on the price file. The units which do NOT receive an additional discount have a “N” discount code on the price file. Additionally, to distinguish the attachments from the units, all attachments will have a price code of “A” on the price file. In short, the unit/attachment-only price file includes 3 price codes: A, N, and Y. The unit/attachment price file is a separate price file from the parts-only and accessories-only price files, and may be purchased separately.

If you have any questions, or need help updating your Southeast Stihl pricing, please contact our Customer Support Department, 817-649-3100.