

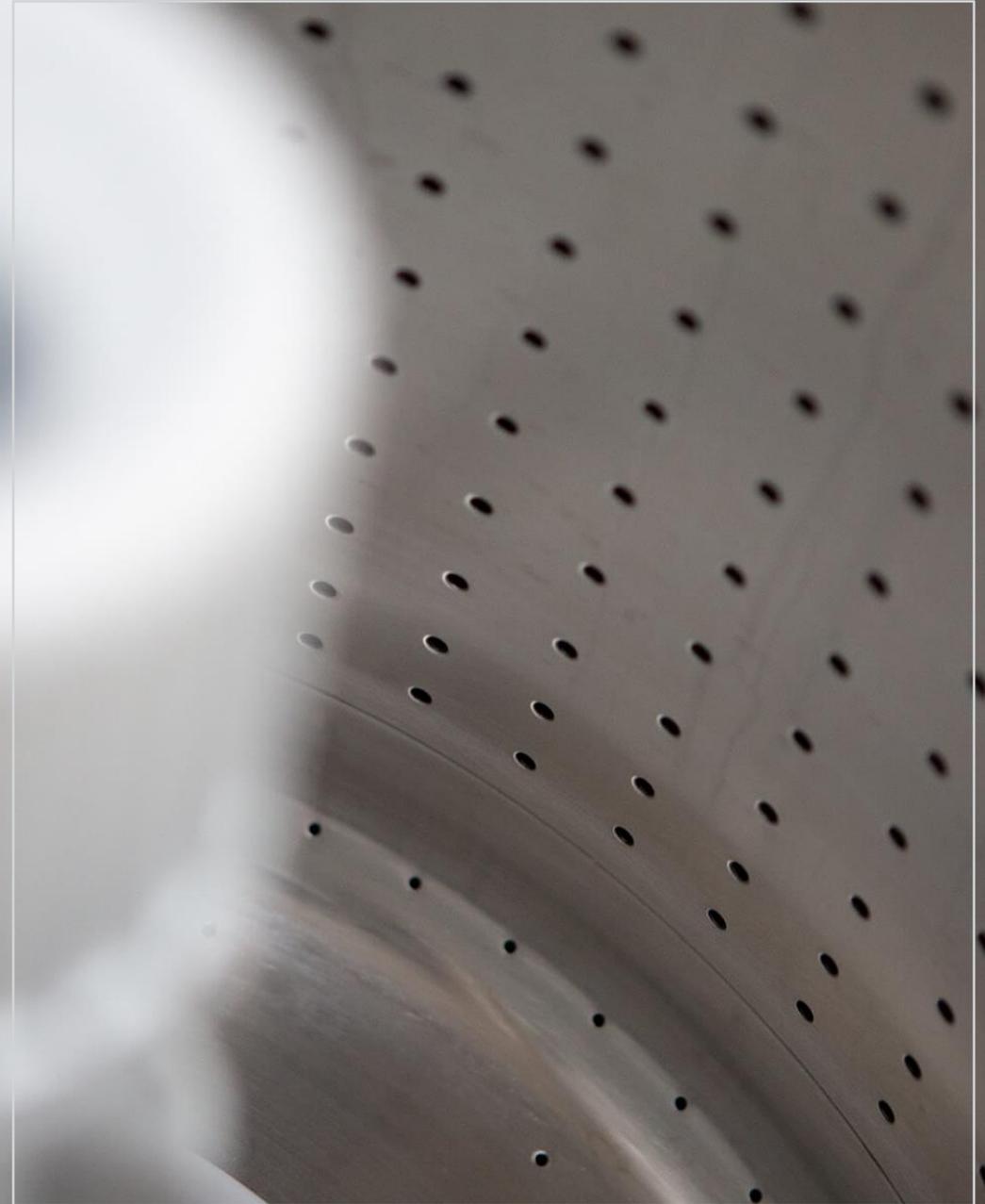


LIGHT COMMERCIAL

 **Speed Queen**

Benefits of Integrating Light Commercial

- Integrate light commercial non-vend and vend products into residential network
- Opportunity to leverage residential volume to build incremental product class
- Present full product offering for retail, consumer, business and investors
- Implement all residential sale drivers into the full offering
- Simplify model roster to build confidence in entry market
- Standardize accessory needs to eliminate confusion in stocking costs



Light Commercial Top Load Integration

Retail Elements:

MAP Program

Spiff Program

VR Program

Flooring Plan (Platinum)

Cash Backs

One Coin Box



**TR3
DR3**
\$1,129

**TR5
DR5**
\$1,229

**TC5
DC5**
\$1,329
\$1,299
**TV2
DV2**

\$1,499
**TV4
DV4**

\$1,599
**TV6
DV6**



Light Commercial Front Load Integration

Retail Elements:

MAP Program

Spiff Program

VR Program

Flooring Plan (Platinum)

Cash Backs

One Coin Box



FF7
DF7
\$2,199

\$2,299
FV6010
DV6010



\$2,299
FV6
DV6



SF7
\$4,399

\$4,599
SV6



Product Code Key

Residential + Light Commercial

