

Effective: January 1, 2022  
Revision 2: May 23, 2022



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### 2022 Distributor Price List

#### **CREDIT POLICY**

- Terms are ½ of 1% 10 days, Net 30 days from date of invoice.
- A service charge of 2% per month will be charged on past due invoices.
- In the event of default in payment of any valid invoice for goods or services, the customer shall be liable for all expenses incurred by XL Industries as a result of that debt and procedures to collect that debt. This includes, but is not limited to, liabilities to third parties, collection costs and fees, attorney's fees, court costs, and any associated costs incurred by XL Industries in the process of collecting the debt.
- Merchandise will not be shipped to any account that is more than 30 days delinquent.
- Verbal purchase orders will not be accepted due to the risk of inaccuracy.
- Prepayment of order will be required in lieu of open account status.

#### **DEALER AND RETAIL SHIPPING POLICY**

- All Drop Ship and Retail Orders will be shipped on XL's account without exception.

*Due to the portable nature of our products, package weights are light. In recent years, all the major ground shippers have adopted a dimensional weight policy over the true weight of the package. As a result, many of our products ship at higher weights than their true weight. Please check with us if unsure about shipping charges*

#### **DISTRIBUTOR SHIPPING POLICY**

- Orders will be shipped on XL's account or collect at our discretion.
- Handling Fees will apply to all orders shipped collect.

*Due to the portable nature of our products, package weights are light. In recent years, all the major ground shippers have adopted a dimensional weight policy over the true weight of the package. As a result, many of our products ship at higher weights than their true weight. Please check with us if unsure about shipping charges.*

#### **DISTRIBUTOR QUALIFICATIONS**

- Minimum quantity, 10 per-item.
- Direct Ship Orders only.

#### **RETURN POLICY**

If you wish to make a return, please notify us by email, [Sales@XLindustries.com](mailto:Sales@XLindustries.com), within 72 hours and obtain a Return Merchandise Authorization (RMA) number. All returns must be accompanied by this RMA number and returns must be received by XL Industries within 14 days.

- All returned items must be received in new, unused and salable condition.
- Return shipping is the customer's responsibility in addition to the 15% restocking fee unless authorized otherwise.

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<b><i>Ladder Racks (All Ladder Rack Value Bundles come with extensions &amp; shelves)</i></b>			
1250	One 52.5" Ladder Rack Value Bundle w/3 1259's & 10.5" Extension	\$ 145.60	\$ 224.00
1250-2	Set of two 52.5" Ladder Rack Value Bundle w/6 1259's & two 10.5" Ext.	\$ 291.20	\$ 448.00
1250-3	Set of three 52.5" Ladder Rack Value Bundle w/9 1259's & three 10.5" Ext.	\$ 436.80	\$ 672.00
1251	One 52.5" Ladder Rack Value Bundle w/3 1257's & 10.5" Extension	\$ 122.20	\$ 188.00
1251-2	Set of two 52.5" Ladder Rack Value Bundle w/6 1257's & two 10.5" Ext.	\$ 244.40	\$ 376.00
1251-3	Set of three 52.5" Ladder Rack Value Bundle w/9 1257's & three 10.5" Ext.	\$ 366.60	\$ 564.00
1252	One 63" Ladder Rack Value Bundle w/3 1257's & 22" Extension	\$ 138.45	\$ 213.00
1252-2	Set of two 63" Ladder Rack Value Bundle w/6 1257's & two 22" Ext.	\$ 309.40	\$ 476.00
1252-3	Set of three 63" Ladder Rack Value Bundle w/9 1257's & three 22" Ext.	\$ 415.35	\$ 639.00
1254	One 63" Ladder Rack Value Bundle w/3 1259's & 22" Extension	\$ 161.85	\$ 249.00
1254-2	Set of two 63" Ladder Rack Value Bundle w/6 1259's & two 22" Ext.	\$ 323.70	\$ 498.00
1254-3	Set of three 63" Ladder Rack Value Bundle w/9 1259's & three 22" Ext.	\$ 485.55	\$ 747.00
1255	One 75" Ladder Rack Value Bundle w/3 1257's and 22" Extension	\$ 154.70	\$ 238.00
1255-2	Set of two 75" Ladder Rack Value Bundle w/6 1257's and two 22" Ext.	\$ 309.40	\$ 476.00
1255-3	Set of three 75" Ladder Rack Value Bundle w/9 1257's and three 22" Ext.	\$ 464.10	\$ 714.00
1256	One 75" Ladder Rack Value Bundle w/3 1259's and 22" Extension	\$ 178.10	\$ 274.00
1256-2	Set of two 75" Ladder Rack Value Bundle w/6 1259's and two 22" Ext.	\$ 356.20	\$ 548.00
1256-3	Set of three 75" Ladder Rack Value Bundle w/9 1259's and three 22" Ext.	\$ 534.30	\$ 822.00
<b><i>Individual Products</i></b>			
1230	42.5" Ladder Rack Base Only	\$ 84.50	\$ 130.00
1231	56" Ladder Rack Base Only	\$ 117.00	\$ 180.00
1257	Standard Ladder Shelf (8"x 12")	\$ 27.30	\$ 42.00
1257-2	2 Standard Ladder Shelves (8"x 12")	\$ 54.60	\$ 84.00
1257-3	3 Standard Ladder Shelves (8"x 12")	\$ 81.90	\$ 126.00
1257-4	4 Standard Ladder Shelves (8"x 12")	\$ 109.20	\$ 168.00
1257-10	10 Standard Ladder Shelves (8"x 12")	\$ 273.00	\$ 420.00

*Ladder Racks continued on the next page...*

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<b><i>Ladder Racks Individual Products Continued...</i></b>			
1258	Ladder Rack Spray Bracket (fits on all Ladder Racks)	\$ 24.70	\$ 38.00
1259	Large Ladder Shelf (8"x 18")	\$ 35.10	\$ 54.00
2625	Carrying Case for one or two #1251 or #1252	\$ 65.00	\$ 100.00
2627	Carrying Case for one or two #1255	\$ 70.85	\$ 109.00
2532	Carrying Case for up to sixteen #1257 Shelves only	\$ 52.00	\$ 80.00
40723	10.5" Ladder Rack Extension only	\$ 37.70	\$ 58.00
40725	22" Ladder Rack Extension only	\$ 44.85	\$ 69.00
<b><i>Register Stands/Lecterns</i></b>			
2111	Pedestal/Portable Register Stand	\$ 171.60	\$ 264.00
2112	Pedestal/Portable Register Stand w/Case	\$ 208.65	\$ 321.00
2011	Adjustable/Pedestal/Portable Register Stand	\$ 175.50	\$ 270.00
2012	Adjustable/Pedestal/Portable Register Stand w/Case	\$ 214.50	\$ 330.00
2311	Standard Folding Register Stand	\$ 183.95	\$ 283.00
2312	Standard Folding Register Stand w/Case	\$ 224.25	\$ 345.00
3310	Deluxe Folding Register Stand-Black Stand	\$ 299.65	\$ 461.00
3311	Deluxe Folding Register Stand-Gold Stand	\$ 299.65	\$ 461.00
3312	Deluxe Folding Register Stand-Black w/Case	\$ 356.85	\$ 549.00
3313	Deluxe Folding Register Stand-Gold w/Case	\$ 356.85	\$ 549.00
<b><i>Individual Accessories</i></b>			
2551	Carrying Case for #2111	\$ 47.45	\$ 73.00
2550	Carrying Case for #2011	\$ 52.65	\$ 81.00
2552	Carrying Case for #2311	\$ 57.20	\$ 88.00
3552	Carrying Case for #3310 or #3311	\$ 64.35	\$ 99.00
<b><i>Deluxe "D" Stands</i></b>			
1638	Set of two Deluxe D-3 Display Stands w/8" Tops (24"-38")	\$ 161.20	\$ 248.00
<b><i>Deluxe "D" Stands continued onto the next page...</i></b>			

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Part Number	Description	Distributor Price	Suggested Retail
<b><u>Deluxe "D" Stands continued</u></b>			
1639	Set of two Deluxe D-3 Display Stands w/12" Tops (24"-38")	\$ 167.70	\$ 258.00
1648	Set of two Deluxe D-4 Display Stands w/8" Tops (37"-62")	\$ 184.60	\$ 284.00
1649	Set of two Deluxe D-4 Display Stands w/12" Tops (37"-62")	\$ 192.40	\$ 296.00
<b><u>Value Bundles</u></b>			
1666	8" Top D-66 Bundle (3 each #1638 & #1648)	\$ 463.45	\$ 713.00
1677	12" Top D-77 Bundle (3 each #1639 & #1649)	\$ 481.00	\$ 740.00
<b><u>Individual Accessories</u></b>			
1318	Platform Shelf O-1 Attachment (18")	\$ 51.35	\$ 79.00
1608	Additional 8" Top	\$ 14.30	\$ 22.00
1612	Additional 12" Top	\$ 20.80	\$ 32.00
2531	Carrying Case for Six Deluxe Stands	\$ 61.10	\$ 94.00
2532	Carrying Case for "D" Tops (8" or 12")	\$ 52.00	\$ 80.00
<b><u>Deluxe "O" Combo Stands</u></b>			
1403	Set of two Deluxe O-3 Combo Stands (adjusts 42"-73")	\$ 205.40	\$ 316.00
1404	Set of two Deluxe O-4 Combo Stands (adjusts 53"-96")	\$ 221.00	\$ 340.00
1405	Set of two Deluxe O-5 Combo Stands (40"-no adjustment)	\$ 170.30	\$ 262.00
1406	Set of two Deluxe O-6 Combo Stands (52"-no adjustment)	\$ 178.10	\$ 274.00
<b><u>Value Bundles</u></b>			
1413	Short O-3 Bundle (1 #1403 w/ 3 #1318)	\$ 211.90	\$ 326.00
1414	Tall O-4 Bundle (1 #1404 w/ 4 #1318)	\$ 254.15	\$ 391.00
1415	Fixed 40" O-5 Bundle (1 #1405 w/3 #1318)	\$ 199.55	\$ 307.00
1416	Fixed 52" O-6 Bundle (1 #1406 w/4 #1318)	\$ 242.45	\$ 373.00
<b><u>Individual Accessories</u></b>			
1318	Platform Shelf O-1 Attachment (18")	\$ 51.35	\$ 79.00
2513	Carrying Case for #1413 or #1415	\$ 61.10	\$ 94.00
2514	Carrying Case for #1414 or #1416	\$ 65.65	\$ 101.00

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Part Number	Description	Distributor Price	Suggested Retail
<b><u>Standard "G" Combo Stands</u></b>			
1724	Set of two Standard G-1 Combo Stands (27"-44")	\$ 132.60	\$ 204.00
1732	Set of two Standard G-2 Combo Stands (37"-64")	\$ 140.40	\$ 216.00
1740	Set of two Standard G-3 Combo Stands (47"-84")	\$ 74.10	\$ 114.00
<b><u>Value Bundles</u></b>			
1743	Assorted G-13 Combos (2 of each size)	\$ 382.85	\$ 589.00
1770	Large G-30 Combos (6 #1740)	\$ 406.25	\$ 625.00
<b><u>Individual Accessories</u></b>			
2541	Case for Six Standard Combo Stands	\$ 61.10	\$ 94.00
<b><u>Folding Top "L" Stands</u></b>			
1501	Set of two Small Folding Top L-1 Stands (14"-20")	\$ 133.90	\$ 206.00
1502	Set of two Medium Folding Top L-2 Stands (23"-37")	\$ 153.40	\$ 236.00
1503	Set of two Large Folding Top L-3 Stands (34"-58")	\$ 161.20	\$ 248.00
<b><u>Value Bundles</u></b>			
1523	Large Folding Top L-23 Set (6 #1503)	\$ 436.15	\$ 671.00
1533	Assorted Folding Top L-33 Set (2 ea.)	\$ 403.00	\$ 620.00
<b><u>Individual Accessories</u></b>			
2521	Case for Any Six Folding Top Stands	\$ 61.10	\$ 94.00
<b><u>Expansion "A" Racks</u></b>			
1031	3-Rail Expansion A-3 Rack (30"x 62")	\$ 233.35	\$ 359.00
1051	5-Rail Expansion A-5 Rack (50"x 62")	\$ 313.95	\$ 483.00
1071	7-Rail Expansion A-7 Rack (70"x 62")	\$ 397.15	\$ 611.00
<b><u>Individual Accessories</u></b>			
1023	"D" Basket Shelf	\$ 68.25	\$ 105.00
1032	30" Height Extension for #1031	\$ 98.15	\$ 151.00

**Expansion "A" Racks continued onto the next page...**

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Part Number	Description	Distributor Price	Suggested Retail
<b><u>Expansion "A" Racks Individual Accessories continued</u></b>			
1052	30" Height Extension for #1051	\$ 142.35	\$ 219.00
1072	30" Height Extension for #1071	\$ 185.90	\$ 286.00
2501	Case for Any Expansion Rack & Ext.	\$ 93.60	\$ 144.00
<b><u>Value Bundles</u></b>			
1033	3-Rail Set (2 #1031 & 2 #1032)	\$ 629.85	\$ 969.00
1053	5-Rail Set (2 #1051 & 2 #1052)	\$ 867.10	\$ 1,334.00
1073	7-Rail Set (2 #1071 & 2 #1072)	\$ 1,107.60	\$ 1,704.00
<b><u>Expansion "B" Racks</u></b>			
1203	Combo Expansion "B" Rack	\$ 284.05	\$ 437.00
<b><u>Individual Accessories</u></b>			
1204	Combo "B" Rack Extension (16")	\$ 117.00	\$ 180.00
1318	Platform Shelf O-1 Attachment (18")	\$ 51.35	\$ 79.00
2505	Case for Combo Expansion "B" Rack	\$ 93.60	\$ 144.00
<b><u>Wall Channels</u></b>			
1110	Black Wall Channel (6 foot)	\$ 48.10	\$ 74.00
1112	Gold Wall Channel (6 foot)	\$ 48.10	\$ 74.00
1117	Standard Wall Channel Shelf (8"x 12")	\$ 27.30	\$ 42.00
1119	Deluxe Gold-Trim Shelf (10"x 12")	\$ 33.80	\$ 52.00
<b><u>Value Bundles</u></b>			
1113	Black Wall Channel Bundle (1 #1110 & 3 #1117)	\$ 117.00	\$ 180.00
1114	Gold Wall Channel Bundle (1 #1112 & 3 #1117)	\$ 117.00	\$ 180.00
<b><u>Basic Gold Stands</u></b>			
8811	Set of two 11" Basic Stands w/8" x 8" Top	\$ 49.40	\$ 76.00
8815	Set of two 15" Basic Stands w/8" x 8" Top	\$ 53.30	\$ 82.00
8819	Set of two 19" Basic Stands w/8" x 8" Top	\$ 59.80	\$ 92.00
<b><u>Basic Gold Stands continued onto the next page...</u></b>			

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Part Number	Description	Distributor Price	Suggested Retail
<b><u>Gold Stands continued</u></b>			
8823	Set of two 23" Basic Stands w/8" x 8" Top	\$ 65.00	\$ 100.00
8827	Set of two 27" Basic Stands w/8" x 8" Top	\$ 70.20	\$ 108.00
8831	Set of two 31" Basic Stands w/8" x 8" Top	\$ 75.40	\$ 116.00
8835	Set of two 35" Basic Stands w/8" x 8" Top	\$ 79.30	\$ 122.00
8839	Set of two 39" Basic Stands w/8" x 8" Top	\$ 84.50	\$ 130.00
8843	Set of two 43" Basic Stands w/8" x 8" Top	\$ 89.70	\$ 138.00
8911	Set of two 11" Basic Stands w/12"x 12" Top	\$ 59.80	\$ 92.00
8915	Set of two 15" Basic Stands w/12"x 12" Top	\$ 65.00	\$ 100.00
8919	Set of two 19" Basic Stands w/12"x 12" Top	\$ 70.20	\$ 108.00
8923	Set of two 23" Basic Stands w/12"x 12" Top	\$ 75.40	\$ 116.00
8927	Set of two 27" Basic Stands w/12"x 12" Top	\$ 79.30	\$ 122.00
8931	Set of two 31" Basic Stands w/12"x 12" Top	\$ 84.50	\$ 130.00
8935	Set of two 35" Basic Stands w/12"x 12" Top	\$ 89.70	\$ 138.00
8939	Set of two 39" Basic Stands w/12"x 12" Top	\$ 94.90	\$ 146.00
8943	Set of two 43" Basic Stands w/12"x 12" Top	\$ 98.80	\$ 152.00

**Value Bundles**

8860	Six Shortest Stands (8811 thru 8831) w/8" Tops	\$ 167.70	\$ 258.00
8890	All Nine Stands w/8" Tops	\$ 282.10	\$ 434.00
8960	Six Shortest Stands w/12" Tops	\$ 195.65	\$ 301.00
8990	All Nine Stands w/12" Tops	\$ 323.70	\$ 498.00

**Individual Accessories**

1608	Additional 8" Top	\$ 14.30	\$ 22.00
1612	Additional 12" Top	\$ 20.80	\$ 32.00
2541	Case for Nine Basic Stands	\$ 61.10	\$ 94.00
2532	Case for Tops (Holds 8" or 12")	\$ 52.00	\$ 80.00
2600	Storage Rack (Holds 9 Stands)	\$ 59.80	\$ 92.00

**Portable Urn Display(Ladder Rack)**

1220	Urn Display Rack Value Bundle: 1 #1222, 1 #1223, 1 #1227 & 1 #1229	\$ 260.00	\$ 400.00
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**Portable Urn Display (Ladder Rack) continued onto the next page...**

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Part Number	Description	Distributor Price	Suggested Retail
<b><u>Portable Urn Display (Ladder Rack) continued</u></b>			
<i>Individual Products and Accessories</i>			
1222	Urn Display Base Ladder Rack	\$ 113.75	\$ 175.00
1223	Urn Display Floral Rack	\$ 107.25	\$ 165.00
1227	Heavy Duty Urn Shelf	\$ 52.65	\$ 81.00
1229	Portrait Mounting Set	\$ 44.20	\$ 68.00
2627	Case for Urn Display Bundle	\$ 70.85	\$ 109.00
<b><u>Folding Display Table</u></b>			
5300	Folding Display Table Set- <b>Burgundy Drape</b>	\$ 224.25	\$ 345.00
5301	Folding Display Table Set- <b>Blue Drape</b>	\$ 224.25	\$ 345.00
5302	Folding Display Table Set- <b>Green Drape</b>	\$ 224.25	\$ 345.00
5303	Folding Display Table Set- <b>Gold Drape</b>	\$ 224.25	\$ 345.00
<i>Individual Products and Accessories</i>			
5305	Folding Display Table-Only	\$ 150.80	\$ 232.00
5310	Display Table Drape ( <b>Burgundy</b> )	\$ 89.70	\$ 138.00
5311	Display Table Drape ( <b>Blue</b> )	\$ 89.70	\$ 138.00
5312	Display Table Drape ( <b>Green</b> )	\$ 89.70	\$ 138.00
5313	Display Table Drape ( <b>Gold</b> )	\$ 89.70	\$ 138.00
5309	Protective Plexiglass (16"x 24")	\$ 24.05	\$ 37.00
2530	Case for Display Table Set	\$ 61.10	\$ 94.00
<b><u>Pole Rack</u></b>			
1906	Pole Rack (84" floor to ceiling)	\$ 200.20	\$ 308.00
1907	Pole Rack Extension	2.00/inch	3.10/inch
<i>Value Bundle</i>			
1916	Pole Rack Set (incl. 6 #1318)	\$ 428.35	\$ 659.00
<i>Individual Accessories</i>			
1318	Platform Shelf O-1 Attachment (18")	\$ 51.35	\$ 79.00



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<b><u>Nesting Stands</u></b>			
8208	Set of two 8" Nesting Stands	\$ 40.30	\$ 62.00
8214	Set of two 14" Nesting Stands	\$ 53.30	\$ 82.00
8220	Set of two 20" Nesting Stands	\$ 66.30	\$ 102.00
8226	Set of two 26" Nesting Stands	\$ 88.40	\$ 136.00
8232	Set of two 32" Nesting Stands	\$ 98.80	\$ 152.00
8238	Set of two 38" Nesting Stands	\$ 131.30	\$ 202.00
8244	Set of two 44" Nesting Stands	\$ 145.60	\$ 224.00
<b><u>Value Bundles</u></b>			
8250	Set of Five Shortest Stands (8208 thru 8232)	\$ 143.00	\$ 220.00
8270	Set of All Seven Stands (8208 thru 8244)	\$ 217.10	\$ 334.00
<b><u>Casket Racks</u></b>			
1120	Open Casket Rack <i>with</i> Hooks	\$ 211.90	\$ 326.00
1121	Open Casket Rack <i>without</i> Hooks	\$ 211.90	\$ 326.00
1122	#1120 with Case	\$ 260.00	\$ 400.00
1123	#1121 with Case	\$ 260.00	\$ 400.00
1125	Casket "J" Rack	\$ 85.15	\$ 131.00
<b><u>Individual Accessories</u></b>			
2602	Carrying Case for #1120 or #1121	\$ 54.60	\$ 84.00
<b><u>Miscellaneous</u></b>			
2200	Customizable 4-Leg Stand	\$ 121.55	\$ 187.00
1011	Wedding / Gothic Arch	\$ 383.50	\$ 590.00
<b><u>Replacement Parts</u></b>			
<b><u>Portable Register Stand</u></b>			
40406	Top with Plate and Rosette Casting	\$ 87.10	\$ 134.00
40407	Stand Only	\$ 100.10	\$ 154.00
<b>Replacement Parts continued onto the next page...</b>			

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<b><u>Replacement Parts continued</u></b>			
<b><u>Folding Register Stand</u></b>			
2310	Stand without Top	\$ 129.35	\$ 199.00
45107	Top with Hardware	\$ 89.05	\$ 137.00
95109	Safety Strap	\$ 9.10	\$ 14.00
95107	Replacement Hardware for Folding Register Stand	\$ 8.45	\$ 13.00
<b><u>Deluxe Folding Register Stand</u></b>			
2308	Deluxe Gold Stand w/o Top	\$ 146.25	\$ 225.00
2309	Deluxe Black Stand w/o Top	\$ 146.25	\$ 225.00
3550	Cherry Wood Top only	\$ 219.70	\$ 338.00
<b><u>Deluxe "O" Combo Stands</u></b>			
40633	Deluxe "O" Combo Stand Top	\$ 44.20	\$ 68.00
<b><u>Urn Table AKA: Folding Display Table</u></b>			
5306	Stand without Top	\$ 87.10	\$ 134.00
45108	Urn Top with Hardware & Strap	\$ 85.80	\$ 132.00
<b><u>"G" Combo Stand</u></b>			
40111	G Top	\$ 42.90	\$ 66.00
<b><u>"D" Stands</u></b>			
51630	Deluxe D-3 without Top	\$ 74.75	\$ 115.00
51631	Deluxe D-4 without Top	\$ 84.50	\$ 130.00
<b><u>Miscellaneous</u></b>			
93252	4 - Black Vinyl Feet (D, O, & Expansion B Rack)	\$ 7.80	\$ 12.00
93253	3 - Black Vinyl Feet (G, L & Gold Basic Stands)	\$ 6.50	\$ 10.00
93243	3 - Black Vinyl Feet (Portable Register Stand)	\$ 6.50	\$ 10.00
93245	6 - Black Vinyl Feet (Folding & Deluxe Register Stand & Display Table)	\$ 9.10	\$ 14.00
95807	4 -Black Vinyl Feet (Ladders)	\$ 7.80	\$ 12.00