

WAGNER ELECTRIC CORPORATION

6400 PLYMOUTH AVENUE, SAINT LOUIS, MISSOURI, U.S.A. 63133

Ref. No. 6048

AUTOMOTIVE DIVISION
QUOTATION NO. 1490

Date April 30, 1971
Please address your reply
referring to above Quotation
No. to our office at:

Dana Corporation
P. O. Box 1209
Ft. Wayne, Indiana - 46801

Attention: Mr. H. F. McCormick

Subject: Price Increase Effective July 1, 1971

Gentlemen:

Attached please find new price increase tabulations to be in effect on July 1, 1971 and remain firm until July 1, 1972.

The new prices reflect increased cost on labor, material and supplies incurred during the last twelve months at Wagner Electric Corporation. Although we have incurred increases on all commodities, we are listing below several of the major commodity price increases.

Steel Stampings - 9%
Wheel Cylinder Castings - 16.2%
Master Cylinder Castings - 8.6%
Steel - 4.0%
Lining - 4.0%
Supplies - 5.14%

In addition to the above increases we have experienced labor increases as a result of our new labor contracts. Due to our cost reduction program resulting in improved production and manufacturing efficiencies over the past two years, we have been able to absorb portions of the material and labor increase. The increased prices in no way reflect the total labor and material increases and it is essential that the prices as stated be put into effect on the requested date.

If there are any questions regarding the price proposal, please do not hesitate to contact the writer.

Very truly yours,

WAGNER ELECTRIC CORPORATION

W. H. Nienhauser

W. H. Nienhauser
Regional Sales Director

WHN/js

Attach: Price List

VPD-158-0000991

This quotation is for future delivery and, therefore, subject to price changes and other Terms and Conditions of Sale printed on the reverse side of this page.