

grizzly/land
BRAKE SYSTEMS

PLAINTIFF'S EXHIBIT

MAR-294

April 3, 1972

Mr. Leon Settles
Weldon Industries
West Highway 30
North Bend, Nebraska 68649

Dear Leon:

Following up on our phone conversation outlining our pilot "Century" program, let me confirm to you the major features of the program.

- (1) Total annual net purchases of \$100,000, 60% of which are Grizzly Heavy Duty products.
- (2) Grizzly products will be priced as follows:
10% and 5% off the Master Distributor (buff) price sheet for trailerload shipments. Other shipments will be priced at buff and grouped on a quarterly basis for 10% credit.
- (3) As requested by you and confirmed by us, 30-60-90 terms net will apply on your initial trailerload. Only normal terms will apply on all purchases beyond the initial order.
- (4) Trailerload shipments which you expect to submit every seven to ten weeks are defined as minimum of 40,000 pounds, 75% of which are to be Grizzly Heavy Duty products. A drop-off charge of \$20 will be made for an in-line trailer stop.

Leon, we are optimistic about the possibilities and anticipated results of this pilot program, and you certainly have provided the right kind of impetus to get things moving.

Exhibit 10
(Continued)

Mr. Leon Settles

April 3, 1972

If it will assist in obtaining new business, then I am sure we have the makings of a good solid Grizzly-Leland distribution program. If you have any questions, please give me a call and I will be happy to answer.

Sincerely,



David R. Carlson
Vice-President, Sales
Brake Systems Division

DRC/fl

cc: A. A. Luns
D. W. Robins
R. C. Rogers