

(C)	<u>1986</u>	<u>1987</u>	<u>1988</u>	<u>1989</u>
16.5 X 7 L.W.	\$ 86.98	\$ 84.37	\$ 82.68	\$ 81.85
16.5 X 7 Cast	89.88	87.18	85.44	84.59
16.5 X 6	84.49	81.95	80.31	79.51
18 X 7	186.86	181.26	177.63	175.85

15 X 4	91.00	88.27	86.50	85.64
16.5 X 5	93.09	90.29	88.49	87.60
16.5 X 6	95.42	92.55	90.70	89.80

PRODUCTIVITY	0%	3%	2%	1%
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(D)	<u>1986</u>	<u>1987</u>	<u>1988</u>	<u>1989</u>
16.5 X 7 L.W.	\$ 86.98	\$ 84.37	\$ 82.68	\$ 81.85
16.5 X 7 Cast	89.88	87.18	85.44	84.59
16.5 X 6	84.49	81.95	80.31	79.51
18 X 7	186.86	181.26	177.63	175.85

15 X 4	91.00	88.27	86.50	85.64
16.5 X 5	93.09	90.29	88.49	87.60
16.5 X 6	95.42	92.55	90.70	89.80

PRODUCTIVITY	0%	3%	2%	1%
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(E)	<u>1986</u>	<u>1987</u>	<u>1988</u>	<u>1989</u>
16.5 X 7 L.W.	\$ 84.47	\$ 81.93	\$ 79.47	\$ 77.09
16.5 X 7 Cast	87.29	84.67	82.13	79.66
16.5 X 6	82.05	79.59	77.20	74.89
18 X 7	181.47	176.03	170.75	165.62

15 X 4	88.38	85.72	83.15	80.66
16.5 X 5	90.40	87.69	85.06	82.51
16.5 X 6	92.66	89.88	87.19	84.57

PRODUCTIVITY	0%	3%	3%	3%
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The above prices are FOB Springfield and Chatham and are less economics, but do include productivity improvements on Eaton's part beginning in 1987. Since terms are FOB Springfield or Chatham, Eaton requires the option to use the Eaton fleet or to specify carrier.