RAYLOC

DISTRIBUTION CENTER DISCOUNT STRUCTURE

CLUTCHES AND DISCS	25%
DISC BRAKES	24%
MASTER CYLINDERS	25%
STARTERS	24%
SERIES 2	20%
GENERATORS	24%
SOLENOIDS	24%
DISTRIBUTORS	24%
WIPER MOTORS	24%
DRIVE SHAFTS	25%
WATER PUMPS	25%
BRAKE SHOES	25%
SERIES 2	23%
THICK BLOCK	20%
ALTERNATORS	24%
SERIES 2	20%
CALIPERS	25%
FUEL PUMPS	25%
RODS	25%
POWER STEERING PUMPS	25%

NET EXCHANGE

TO DETERMINE DISTRIBUTION CENTER COST, DISCOUNT RAYLOC JOBBER NET EXCHANGE PRICE BY ABOVE PERCENTAGES.

CORE

TO DETERMINE DISTRIBUTION CENTER COST, DISCOUNT RAYLOC JOBBER NET CORE BY 10.0%.

DECEMBER 6, 1982

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