

RAYLOC JOBBER GROSS PROFIT PERCENTAGE
PRICE LIST IN EFFECT DECEMBER 31, 1982

	#1 LIST	#1A GRAY	#2 YELLOW	#3 GREEN	#4 PINK	#4A SALMON	#5 BLUE	#5A G. ROD
AL1 NATORS - AMERICAN	55.0	43.8	36.0	33.0	31.0	NA	*	NA
- FOREIGN	50.0	37.5	36.0	33.0	31.0	NA	*	NA
- SERIES 2	50.0	NA	36.0	30.0	NA	NA	*	NA
BRAKE SHOES - SUPREME	65.0	56.2	47.5	42.7	31.0	30.0**	*	NA
- STOPPER	60.0	50.0	38.5	33.3	31.0	NA	*	NA
- STOPPER PA	60.0	50.0	38.5	31.0	NA	NA	*	NA
- NEW	60.0	50.0	38.5	33.3	31.0	NA	*	NA
- THICK BLOCK	NA	NA	NA	NA	30.0	NA	*	NA
- SERIES 2	50.0	NA	36.0	30.0	NA	NA	*	NA
BRAKES DISC - AMERICAN	61.0	54.7	42.0	36.0	30.0	NA	20.0	*
- FOREIGN	53.3	45.1	40.0	33.3	30.0	NA	20.0	*
- SERIES 2	60.0	NA	36.0	33.0	NA	NA	NA	*
CALIPERS	51.2	39.0	35.0	30.0	NA	NA	*	NA
CONNECTING RODS	55.0	43.8	40.0	31.0	NA	NA	*	NA
CLUTCH ASSEMBLIES/DISCS:								
- AMERICAN	55.6	44.5	36.6	31.7	NA	NA	*	NA
- FOREIGN	50.0	37.5	33.0	31.0	NA	NA	*	NA
DISTRIBUTORS	51.2	39.0	35.0	30.0	NA	NA	*	NA
FUEL PUMPS - AMERICAN	60.0	50.0	40.0	33.3	31.0	NA	*	NA
- FOREIGN	50.0	41.2	36.0	33.3	31.0	NA	*	NA
GEF NATORS - AMERICAN	55.0	43.8	36.0	33.0	30.0	NA	*	NA
- FOREIGN	50.0	37.5	36.0	33.0	30.0	NA	*	NA
MASTER CYLINDERS	55.0	43.8	36.0	30.0	NA	NA	*	NA
POWER STEERING PUMPS	51.2	39.0	35.0	30.0	NA	NA	*	NA
STARTER SOLENOIDS	55.0	43.8	36.0	33.0	31.0	NA	*	NA
STARTERS - AMERICAN	55.0	43.8	36.0	33.0	30.0	NA	*	NA
- FOREIGN	50.0	37.5	36.0	33.0	30.0	NA	*	NA
- SERIES 2	50.0	NA	36.0	30.0	NA	NA	*	NA
STARTERS W/SOLENOIDS	55.0	43.8	36.0	33.0	30.0	NA	*	NA
WIPER MOTORS	51.2	39.0	35.0	30.0	NA	NA	*	NA
WATER PUMPS	55.6	44.5	36.6	31.0	NA	NA	*	NA
(1) 50.0	50.0	37.5	33.0	31.0	NA	NA	*	NA
CONSTANT VELOCITY D/S	47.5	NA	30.0	NA	NA	NA	*	NA

GROSS PROFIT = 100% - $\frac{\text{COST}}{\text{SELLING PRICE}}$

HP = HIGH PERFORMANCE

(1) = USED ON FOREIGN AND FEW DOMESTIC
COMPETITIVE PART NUMBERS

* = PRICE SCHEDULE PURCHASES ON

** = AFTER MASTER INSTALLER REBATE

DECEMBER 6, 1982