

File:
Old HDPD Pricing
Manual

PLAINTIFF'S EXHIBIT

MAR-302

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001218

MAREMONT CORPORATION - AUTOMOTIVE GROUP

BRAKE SYSTEMS DIVISION

PRICING MANUAL

CONTENTS

<u>TITLE</u>	<u>SECTION</u>
General	1
Brake Shoes	2
Disc Brakes	3
Brake Lining	4
Brake Block	5
Clutch Facings	6
Leland Products	7
Canadian Customers	8
Other Terms	9
Special Quotes	10
Rebuilder Listing	11.
Dating Terms	12
Freight Terms	13

Buff Hair
no Sur Charge
10 to 120 used
1/1/75
1/1/75

FORM 7175C
 SEPTEMBER, 1974
 SUPERSEDES
 JANUARY, 1974

LELAND/GRIZZLY

HEAVY DUTY PRODUCTS



FRICITION MATERIAL



MASTER DISTRIBUTOR CONFIDENTIAL COST SHEET

HEAVY DUTY AND LIGHT TRUCK SETS BRAKE BLOCK SETS - TRUCK SEGMENTS - LINING SET - ROLLED LINING

PRICES SUBJECT TO CHANGE WITHOUT NOTICE—Federal Excise Tax Included Where Applicable—This Price List Supersedes All Previous Price Lists.
 TERMS: 2% 10th premlal, on Net Amount of Invoice.
 FREIGHT: 1000 lbs. prepaid for Grizzly or combined Grizzly/Leland.
 SALES POPULARITY RATING: A—Fast, B—Good, C—Fair, D—Slow, W—Very Slow, M—New Item, F—Factory Order.
 ORDERS FOR NON-STOCKED NUMBERS can be satisfied in any of the following 3 ways:
 FACTORY ORDERS (10 sets or less)—2 set minimum quantity subject to a 30 day lead time.
 FACTORY ORDERS (Over 10 sets)—will be quoted as Special Run on an individual basis.
 ALL FACTORY ORDER ITEMS ARE NON-RETURNABLE AND SUBJECT TO SEPARATE FREIGHT TERMS.
 WARRANTY: Manufacturer warrants its products to be free from defects in material and workmanship but holds no obligation to replacing defective material.

4000 SERIES BRAKE BLOCK SETS

HOW TO ORDER OVERSIZES, FOR TABLES 1 THRU 4:

Overize
 1st (.040")—For a drum .120 overize
 2nd (.120")—For a drum .240 overize
 3rd (.180")—For a drum .360 overize

Add After
 Port No.
 X
 XX
 XXX

Additional
 Cost
 10%
 20%
 30%

SILVERTIP BRAKE BLOCK SETS

Table 1

F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.
ST40550	81.40	20.35 F	ST42840**	203.60	50.90 W	ST43170**	105.00	26.25 B	ST43760*	100.00	27.00 B
ST40560	103.60	25.90 W	ST42890	107.80	26.95 D	ST43171D	121.00	30.25 F	ST43850	98.00	24.50 F
ST40560D	109.00	27.25 F	ST42890B	107.80	26.95 W	ST43170B*	106.00	26.50 B	ST43960	104.00	26.00 C
ST41060	123.60	30.90 F	ST42890D	107.80	26.95 F	ST4321D	98.40	24.60 F	ST43980**	80.00	20.00 D
ST41520	98.40	24.60 W	ST42990	95.20	23.80 F	ST43260	86.40	21.60 F	ST43980B	84.00	21.00 F
ST41530	114.80	28.70 F	ST43070	57.20	14.30 D	ST43270*	98.00	24.50 W	ST44230	127.60	31.90 W
ST41950*	98.00	24.50 C	ST43110	129.00	32.25 F	ST43280*	112.00	28.00 C	ST44440	80.00	20.00 W
ST42240	128.00	32.00 W	ST43110A	129.00	32.25 F	ST43280A	115.00	28.75 F	ST44510	118.60	29.15 F
ST42260	131.60	32.90 F	ST43110B**	129.00	32.25 B	ST43430	106.00	26.50 F	ST44600	99.00	24.75 F
ST42270**	74.60	18.65 D	ST43110C*	129.00	32.25 B	ST43460	107.00	26.75 F	ST44680**	117.00	29.25 A
ST42271D	74.60	18.65 W	ST43111D	129.00	32.25 F	ST43540	138.60	34.65 W	ST44680A	120.00	30.00 F
ST42270B**	74.60	18.65 F	ST43111B	129.00	32.25 F	ST43580*	144.00	36.00 W	ST44690*	131.00	32.75 F
ST42280	100.40	25.10 F	ST43111C**	129.00	32.25 A	ST43640	111.20	27.80 W	ST44710	131.00	32.75 B
ST42580	118.00	29.00 F	ST43120	92.40	23.10 D	ST43680	119.00	29.75 F	ST44730	98.00	24.00 B
ST42740	104.00	26.00 W	ST43160	74.00	18.50 C	ST43760	128.00	32.00 F	ST44730B	98.00	24.00 B

* 1st O/S

** 1st & 2nd O/S

All F.M.S.I. numbers set forth herein are the property of and are copyrighted by Friction Materials Standard Institute, Inc., New York, N.Y.

LELAND/GRIZZLY

HEAVY DUTY PRODUCTS

Printed in U.S.A.

168 North Michigan Avenue, Chicago, Illinois 60601

SILVERTIP BRAKE BLOCK SETS (CONT.)

F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.
ST45110**	94.00	23.50 W	ST45470	186.00	46.50 F	ST45670	183.00	45.75 C	ST46110**	106.00	26.50 B
ST45080	88.00	22.00 C	ST45440*	96.00	24.00 B	ST45690*	126.00	31.50 W	ST46060	103.00	25.75 C
ST45090	78.00	19.50 F	ST45450*	84.00	21.00 C	ST45700*	88.00	22.00 C	ST46070*	115.60	28.90 B
ST45140**	98.00	24.50 B	ST45460*	82.00	20.50 C	ST45790	72.60	18.15 W	ST46100**	72.00	18.00 D
ST45140*	98.00	24.50 D	ST45490*	79.60	19.90 C	ST45800	62.00	15.50 C	ST46150**	87.60	21.90 C
ST45180	98.00	24.50 W	ST45500	178.00	44.50 F	ST45910*	114.00	28.50 C	ST46210**	130.00	32.50 C
ST45140C	98.00	24.50 D	ST45510*	150.00	37.50 B	ST45920*	187.00	46.75 F	ST46220	190.00	47.50 F
ST45140D	98.00	24.50 F	ST45512D	154.00	38.50 D	ST45920A	187.00	46.75 W	ST46250	133.00	33.25 C
ST45150**	112.00	28.00 A	ST45520*	194.00	48.50 D	ST45970D	187.00	46.75 F	ST46260	94.00	23.50 C
ST45150A*	112.00	28.00 A	ST45570	105.00	26.25 F	ST45970	110.00	27.50 D	ST46270*	111.00	27.75 C
ST45158D*	112.00	28.00 C	ST45600	57.00	14.25 W	ST45940*	110.00	27.50 C	ST46370	127.00	31.75 F
ST45158D*	112.00	28.00 C	ST45610*	55.00	13.75 A	ST45950**	136.00	34.00 C	ST46390*	68.00	17.00 B
ST45240*	86.00	21.50 C	ST45620	55.00	13.75 W	ST45960*	94.00	23.50 A	ST46400*	55.60	13.90 B
ST45260	98.00	24.50 D	ST45620A	55.00	13.75 C	ST45970*	106.00	26.50 B	ST46450A	59.60	14.90 C
ST45270	147.40	36.85 F	ST45630	58.00	14.50 W	ST45980*	118.00	29.00 D	ST46460	69.00	17.25 B
ST45410	138.00	34.50 F	ST45640*	68.40	17.10 C	ST46000	198.00	49.50 F	ST46470	59.60	14.90 D
ST45410A	138.00	34.50 F	ST45610A*	68.40	17.10 B	ST4601PL	119.40	29.85 F	ST46490	127.60	31.90 W
ST45418D**	138.00	34.50 D	ST45660	196.00	49.00 F	ST46020**	123.60	30.90 A	ST46500	134.00	33.50 C
ST4541C*	138.00	34.50 D	ST45670*	183.00	45.75 F	ST46028D	123.60	30.90 A			

SILVERTIP HIGH TORQUE COMBINATION BLOCK SETS

Table 2

F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.
HT4311GD	137.40	34.35 D	HT4514AD	104.40	26.10 W	HT4515AD*	119.40	29.85 D	HT45970*	199.20	49.80 W
HT4317CD	111.80	27.95 F	HT45140*	104.40	26.10 W	HT45158D	119.40	29.85 W	HT46020	131.60	32.90 W
HT44680	124.60	31.15 D	HT45150*	119.40	29.85 B						

SS-METALLIC BRAKE BLOCK SETS

Table 3

F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.
M431180	129.80	32.45 B	M4317GD	105.80	26.45 W	M45140	99.60	24.90 D	M45490	78.20	19.55 W
M4311CD	129.80	32.45 D	M43960	131.20	32.80 N	M45150	118.60	29.65 A	M45510	170.00	42.50 D
M4311GD	129.80	32.45 C	M44680	128.80	31.70 B	M4515AD	125.00	31.25 D	M46250	159.00	39.75 F
M4317CD	105.80	26.45 D	M45080	95.20	23.80 W						

TRU GUARD BRAKE BLOCK SETS

Table 4

F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.
TG41980	66.40	16.60 W	TG4471D	115.40	28.85 D	TG45510	105.00	26.25 C	TG46070*	100.60	25.15 C
TG431180	77.40	19.35 C	TG45140*	81.00	15.25 B	TG45520	149.40	37.35 D	TG46250*	99.60	24.90 C
TG4311CD*	77.40	19.35 C	TG45150**	68.80	17.15 A	TG45670A*	129.40	32.35 W			
TG4311GD	77.40	19.35 B	TG4515AD**	70.80	17.65 C	TG45700	67.00	16.75 W			
TG4317CD**	67.00	16.75 C	TG45158D	68.60	17.15 C	TG45910	103.20	25.80 C			
TG4317GD*	67.00	16.75 C	TG4515CD	68.60	17.15 D	TG45940	79.00	19.75 W	TG46270	83.60	20.90 W
TG43280	74.00	18.50 W	TG45240	63.80	15.95 W	TG45950	91.00	22.75 D	TG46390	61.60	15.40 D
TG43768D*	68.40	17.10 B	TG45440*	70.00	17.50 C	TG45960	66.00	16.50 C	TG46440	116.80	29.20 D
TG44680**	74.00	18.50 A	TG45490	59.80	14.95 C	TG45970	71.00	17.75 W	TG46490	121.00	30.25 C

TRUCK SEGMENTS

COMMERCIAL SILVERTIP DRILLED TRUCK SETS (Packaged 4 Pieces Per Box)

Table 5

F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.	F.M.S.I. NUMBER	LIST PRICE	NET PER SET POP.
C1530	22.00	5.50 W	C11900**	19.60	4.90 D	C12530	68.00	17.00 W	C20370**	34.00	8.50 A
C2240A*	20.60	5.15 C	C11910*	45.00	11.25 D	C12540*	75.00	18.75 B	C20330	30.00	7.50 C
C6440*	18.00	4.50 W	C11930**	60.60	15.15 C	C12550*	90.00	22.50 B	C20390**	23.00	5.75 A
C6540*	33.20	8.30 W	C11950	66.00	16.50 W	C12690*	27.80	6.95 D	C20400**	15.00	3.75 D
C6590	36.40	9.10 W	C11960	75.00	18.75 W	C12760*	38.00	9.50 B	C20410*	50.00	12.50 C
C65980*	36.40	9.10 A	C12100	23.00	5.75 W	C12780	48.40	12.10 C	C20420**	23.00	5.75 A
C6840	47.00	11.75 W	C12300	59.80	14.95 W	C12790*	60.00	15.00 B	C20430**	20.60	5.15 D
C1014AD*	15.80	3.95 C	C12330**	27.00	6.75 B	C12800**	46.00	11.50 C	C20600**	23.80	5.95 A
C11250*	19.00	4.75 W	C12340**	32.80	8.15 W	C1280AD*	48.00	11.50 D	C20730**	17.00	4.25 B
C11270	31.00	7.75 D	C12350*	27.80	6.95 D	C12808D	46.00	11.50 W	C20750A	Use C20750D	
C1139AD	62.00	15.50 W	C12160*	43.00	10.75 D	C12850	38.60	9.65 W	C207510*	18.00	4.00 B
C1154AD	22.00	5.50 D	C12400	50.00	12.50 W	C12900	47.60	11.90 C	C20790	14.00	3.50 C
C11720*	16.40	4.10 D	C1245AD**	42.00	10.50 A	C12940**	35.00	8.75 D	C20850	21.00	5.25 D
C11740	39.60	9.90 D	C1245CD*	42.00	10.50 B	C1294AD	35.00	8.75 C	C21310*	21.00	5.25 B
C11760	19.20	4.80 W	C12520**	70.00	17.50 A	C2026TD*	15.00	3.75 B	C21370*	22.00	5.50 A
C11880	16.60	4.15 D									

* 1st O/S

** 1st & 2nd O/S

*** 1st, 2nd & 3rd O/S

⊙ Supplied only in our Wedge Brake Mfg.

⊙ 43158D is drilled counterbore to accommodate a 10-8 rivet or loland 1264 bolt.

COMMERCIAL SILVERTIP DRILLED

(50 Segments Per Carton)

F.M.S.I. SEGMENT NUMBER	NET PER 100 SEGMENTS	F.M.S.I. SEGMENT NUMBER	NET PER 100 SEGMENTS	F.M.S.I. SEGMENT NUMBER	NET PER 100 SEGMENTS	F.M.S.I. SEGMENT NUMBER	NET PER 100 SEGMENTS	F.M.S.I. SEGMENT NUMBER	NET PER 100 SEGMENTS	F.M.S.I. SEGMENT NUMBER	NET PER 100 SEGMENTS
C865980	190.00	C812790*	315.00	C82039PD	100.00	C82042PD	110.00	C82073SD	95.00	C82137PD	74.00
C81245AD	225.00	C812800*	245.00	C82039SD	125.00	C82042SD	120.00	C82075PD	70.00	C82137SD	100.00
C81245CD	225.00	C82026PD	65.00	C82040PD	65.00	C82060PD	110.00	C82075SD	80.00	C846390	400.00
C81252D	370.00	C82026SD	75.00	C82040SD	75.00	C82060SD	120.00	C82131PD	75.00	C846400	285.00
C81254D	395.00	C82032D	175.00	C82041D*	250.00	C82073PD	65.00	C82131SD	90.00		

OVERSIZES (FOR COMMERCIAL SILVERTIP DRILLED)

DESIGNATION SIZE	NOMINAL	1ST OVERSIZE	ADD'L. COST	2ND OVERSIZE	ADD'L. COST
		"X"		"X"	
	Up To 1/4"	.030	10%	.060	15%
	Over 1/4"	.060	10%	.120	20%

ROLLED MATERIAL

SYNCRO FULL-MOULDED BRAKE LINING IN ROLLS

Table 6

* Not Prices Per Foot Both Internal and External Types—Always Measure Outside Arc.

SYNCRO ROLL LINING: Available in widths up to 6" and in thicknesses of 1/8" or LESS. All thicknesses LESS THAN 1/8" are made only in 75 foot rolls; 1/8" thicknesses are made only in 15 foot rolls.

		WIDTH																	
THICKNESS		1"	1 1/4"	1 1/2"	1 3/4"	2"	2 1/4"	2 1/2"	2 3/4"	3"	3 1/4"	3 1/2"	3 3/4"	4"	4 1/2"	5"	5 1/2"	6"	
1/32"	NET	.18	.22	.26	.34	.38	.41	.45											
	LIST	.72	.88	1.04	1.36	1.44	1.64	1.80											
1/16"	NET	.22	.26	.33	.37	.39	.45	.49	.55	.59	.63	.67	.71						
	LIST	.88	1.04	1.32	1.48	1.56	1.80	1.96	2.20	2.36	2.52	2.68	2.84						
1/8"	NET	.36	.40	.45	.50	.53	.59	.64	.72	.77	.85	.91	.96	1.01	1.13	1.21	1.31	1.46	
	LIST	1.44	1.60	1.80	2.00	2.12	2.36	2.64	2.88	3.08	3.40	3.64	3.84	4.04	4.52	4.84	5.24	5.84	
3/16"	NET			.56	.63	.65	.74	.81	.89	.98	1.07	1.16	1.21	1.26	1.39	1.47	1.66	1.79	
	LIST			2.24	2.52	2.60	2.96	3.24	3.56	3.92	4.28	4.64	4.84	5.04	5.56	5.88	6.64	7.16	
1/4"	NET				.78	.80	.91	.99	1.08	1.16	1.23	1.31	1.34	1.43	1.58	1.68	2.00	2.19	
	LIST				3.12	3.20	3.64	3.96	4.32	4.64	4.92	5.24	5.36	5.72	6.32	6.72	8.00	8.48	

GRIZZLY SKID AND MASTER PACKS

Table 7

PART NO.	BULK SKID PACK	MASTER PACK	PART NO.	BULK SKID PACK	MASTER PACK
SILVERTIP			SS METALLIC		
ST4311CD	29.50	29.85	M45150	27.80	28.15
ST4311GD	29.50	29.85	TRUGUARD		
ST4317CD	23.50	23.85	TC4311BD	17.50	17.85
ST4468D	26.75	27.10	TC4311CD	17.50	17.85
ST4514D	21.15	21.50	TC4311GD	17.50	17.85
ST4515D	25.50	25.85	TC4468D	17.25	17.60
ST4515AD	25.50	25.85	TC4515D	15.60	15.95
ST4515CD	25.50	25.85	TC4515AD	16.15	16.50
ST4602D	28.25	28.60	TC4515BD	15.75	16.10
ST4605D	23.00	23.35	TC4515CD	15.75	16.10
			TC4551D	24.05	24.40
			TC4607D	23.00	23.35

Both skid packs of Silvertip & Tru Guard are 105 sets per skid. SS Metallic 50 sets per skid. For items not listed in bulk multiply set price times 105 less 5%.

Master packs are 78 sets based individually on one skid. For other items not listed multiply set price times 78 less 5%.

WEIGHT CHART

PRODUCT LINE	UNIT	AVG. WT. IN LBS.
1/2" Brake Block—Silvertip & Tru Guard	Set—4 Pcs.	18
1/4" Brake Block—Silvertip & Tru Guard	Set—4 or 8 Pcs.	20
3/8" Brake Block—SS-Metallic	Set—8 Pcs.	28
Truck Sets—Commercial Silvertip	Set—4 Pcs.	To 1/2" Thick. 3/4" Thick. 4
Drilled Sets—Silvertip & Syncro	Set—4 Pcs.	1
Roll Lining—Syncro	Roll—25 Ft.	8 12 16
	Roll—15 Ft.	8 12 16

* Slow moving item, warehouse availability subject to movement.

— REMEMBER —

For STOP BOXES & New LINED BRAKE SHOES see
Leland Heavy Duty Products Price sheet, Form 131600

Page 3

MAR

001222



HEAVY DUTY PARTS
MASTER DISTRIBUTOR SALES POLICY

Authorized Leland Master Distributors are offered a sales and service program on the following product lines:

1. PRODUCT LINES

Drake Parts
Wheel and Rim Attaching Parts
Oil and Grease Seals
Suspension Parts
Fifth Wheel Parts
Shock Absorbers

2. PRICES AND TERMS

Leland will extend to Master Distributors the current Distributor net prices in effect at time of shipment. Terms are 2%, cash discount, 10th proximal, providing Distributor's account is current, net 30 days.

A 10% purchase allowance will be issued on all Leland Product Line orders over \$1,500.

The purchase allowance will be increased to 20% on all Leland Product Line orders over \$2,500.

3. MARKETING CENTERS

All orders will be sent to either of the following locations:

MAREMONT MARKETING, INC.
Post Office Box 370
Nashville, Tennessee 37202
Phone: (615) 833-6592
TWX: 810-371-1309

MAREMONT MARKETING, INC.
Post Office Box 60259
Los Angeles, California 90060
Phone: (213) 583-8601
TWX: 910-321-4391

4. FREIGHT ALLOWANCE

Leland will prepay all shipments over 500 lbs. from marketing centers. Orders for less than 500 lbs. will be shipped F.O.B. point of shipment.

December 16, 1970

Form No. 350

MAR

001223

5. INVENTORY

The Master Distributor agrees to maintain an adequate stock of Leland products to service the trade.

6. STOCK PROTECTION PLAN

Upon District Manager authorization, the Master Distributor may once each year return A, B, C and D popularity items, provided an order for three times the dollar amount of return is submitted with the order at net sell price. There is no handling charge on items returned in resalable condition. Those items returned in bulk are subject to a 15% packaging charge.

All return items will be shipped prepaid, by the Master Distributor, to the appropriate marketing center. All return goods are subject to our inspection, must be resalable, and of our manufacture. The return period is from September 30th to May 30th.

7. WARRANTY

All products are guaranteed against defects in material and workmanship. This warranty is limited to the free exchange of the item. No claim will be allowed unless made within 90 days after installation. Free exchange of the item will be authorized by the District Manager.

8. SALES SUPPORT

a) Catalogs and Price Lists

Leland will supply the Master Distributor with catalogs, supplements, interchange lists, and price lists.

b) Leland Sales Personnel

Sales Personnel will assist the Master Distributor in the promotion of Leland products and keep Distributors informed on new products and sales promotion programs.

9. This program cancels and supersedes all previously dated programs. We reserve the right to change or eliminate any part of this program upon a 30-day notice. Such notice will not affect orders in our hands at the time given. Business relations between Management and the Master Distributor are at the will of the parties and may be discontinued by either party at any time without notice or further obligation.

INTER-OFFICE CORRESPONDENCE

APPENDIX D

TO: J. B. Freeman

DATE: June 21, 1971

FROM: R. A. Ward

COPIES TO: D. P. Al:

R. B. Black

H. L. Kohn

A. A. Laus

J. P. Nettle

L. L. Sealy

SUBJECT: SEARS, ROEBUCK AND COMPANY
Lined Brake Shoe Set Prices

Shown below is the breakdown of Lined Brake Shoe Set prices to Sears, effective with shipments on July 1, 1971, and thereafter.

<u>Sears Line</u>	<u>Base Price</u>	<u>Freight Reserve</u>	<u>Fieldman Reserve</u>	<u>Over Billing</u>	<u>Invoice Price</u>
"40"	\$3.73	\$0.15	\$0.05	\$0.17	\$4.10
"S-25"	3.48	-0-	-0-	(0.50)	2.98
"S-40"	4.55	0.15	0.05	0.25	5.00
Import	3.23	0.15	0.05	0.42	3.85

Terms are Net 10 days; F.O.B. Shipping Point, Prepaid on 100 pounds or more, none on less.

Please insure that all records are changed accordingly.

R. A. Ward
RAYW:tc

WATSON
CORPORATION

INTER-OFFICE CORRESPONDENCE

APPENDIX E.

DATE, June 26, 1970

TO: A. A. Laus

FROM: R. A. Ward

COMES TO:

LOCATION:

SUBJECT: SEARS, ROEBUCK AND COMPANY,
Lined Brake Shoe Set Prices.

R. B. Black
G. J. Dubrowski
J. B. Freeman
J. P. Nettle
L. L. Sealy

Shown below is the breakdown of Lined Brake Shoe Set prices to Sears, effective with shipments on July 1, 1970, and thereafter.

<u>Sears Line</u>	<u>Base Price</u>	<u>Freight Reserve</u>	<u>Fieldman Reserve</u>	<u>Over Billing</u>	<u>Invoice Price</u>
25	\$2.77	\$.20	\$.05	\$.35	\$3.37
40	3.48 3.13	.20	.05	.37	4.10
S-25	3.43 3.4	.20	.05	---	3.73
S-40	4.32 4.55	.20	.05	.43	5.00
Import	3.34 3.23	.20	.05	.26	3.85

Payment terms have been changed to Net 10 days. Freight terms are:

F.O.B. Shipping Point, Prepaid on 100 pounds or more, none on less.

New price lists are now being issued to reflect the change in terms.

R. A. Ward
RAW:b

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001226



Sales bulletin

June 5, 1972

TO: ALL LELAND DISTRIBUTORS

RE: REISSUE OF 1971 PRICE SHEETS AND LELAND ADDITIONS

Please find attached copies of the blue, pink, green and yellow price sheets which have been reprinted to reflect the 1971 price levels at which we have continued to bill you this year.

The reissue of our price sheets, dated May, 1972, supersedes the March, 1972 issue sent out with our Sales Bulletin #234, but never implemented.

Also attached is a list of new items which have been added to the Leland line showing the application and blue sheet price levels for each. It was not possible to include these in the reissue of the Leland price sheet.

The new service nut and washer for Rockwell's RN axle -- our part number L-1025 and L-1026-- supersedes the positive bearing adjustment nut and washer L-842 and L-843. When our inventory of these has been depleted, your orders will be filled with the new service nut combination L-1025 and L-1026.

Sincerely yours,

Dave Carlson
Vice President - Sales
Brake Systems Division

DRC/ddt
Attachments

#243

A DIVISION OF MAREMONT CORPORATION AUTOMOTIVE GROUP

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001227

LELAND ADDITIONS

<u>Leland No.</u>	<u>O.E. Number & Description</u>	<u>Net Price</u>	<u>Std. Pkg.</u>	<u>Wt. in Lbs.</u>
L-784	Pressed steel shoe--Eaton 16 1/4 X 6--54152	\$23.12	1	12.0
L-785	Pressed steel shoe--Eaton 16 1/4 X 7--54153	23.12	1	12.0
L-1023	R.H. Camshaft--Propar AXA-0420-3 Length under head--21 3/16	22.25	1	12.5
L-1024	L.H. Camshaft--Propar AXA-0420-4 Length under head--21 3/16	22.25	1	12.5
L-1025	Wheel bearing outer nut (w/pin) Rockwell A1227-S-877--for RN axle	3.65	2	2.0
L-1026	Wheel nut lock washer--Rockwell 1229-T-1996--for RN axle	1.12	10	3.0
L-1034	Brake shoe return spring--Shuler 8-866--for 12 1/4" brakes, both cast and pressed steel, w/S head cams--use at anchor pin end-- Length--5"	.73	10	1.2
L-1035	Brake shoe return spring--Shuler 8-2010--for 12 1/4" X 5 1/2" and 7 1/2" brakes--use with fabricated shoes. Length--6"	.73	10	1.2
W-240	Front stud--Timken 82573 1 1/8"-16 thread--length--2 13/32	1.19	10	8.4
W-241	Front Stud--Timken 82574 1 1/8"-16 thread--length-2 13/32	1.19	10	8.4
W-242	Front stud--Timken 82575 1 1/8"-16 thread--length-2 13/16	1.25	10	8.4
W-243	Front stud--Timken 82576 1 1/8"-16 thread--length-2 13/16	1.25	10	8.4
W-244	Front stud--Timken 83853 1 1/8"-16 thread--length-3"	1.13	10	8.4
W-245	Front stud--Timken 83584 1 1/8"-16 thread--length-3"	1.13	10	8.4

<u>Leland No.</u>	<u>O.E. Number & Description</u>	<u>Net Price</u>	<u>Std. Pkg.</u>	<u>Wt. in Lbs.</u>
W-246	Rim stud--Dayton D-8411 O.A. length-3 1/8"--3/4"-10 thread	.27	10	3.1
W-247	Rim Nut--Erie 5248--ball face 3/4"-10 thread--1 1/4" hex	.20	10	1.4
W-248	Splined stud--Chevrolet 3819780 1/2"-20 thread--length-2 7/8"	.20	10	3.3

SHOCK ABSORBERS

<u>Leland #</u>	<u>Extended Length</u>	<u>Compressed Length</u>	<u>Stroke</u>	<u>Type of Ends</u>	<u>Replaces</u>	<u>Net Price</u>	<u>Std. Pkg.</u>	<u>Wt. in Lbs.</u>
59030	20.48	12.73	7.75	Sleeved eye mount--upper and lower	Neway AR1141	7.30	1	6.3
59031	28.35	16.85	11.50	Sleeved eye mount--upper and lower	Neway AR1008	7.30	1	6.3
59032	23.98	14.48	9.50	Sleeved eye mount--upper and lower	Mack 14QK-29001-P2	7.30	1	6.3
59033	26.62	16.12	10.50	Eyes both ends (Requires 140115 mounting kit)	Mack 14QK142-P1	7.30	1	6.3

HEAVY DUTY
REPLACEMENT PARTS
CANADIAN SALES POLICY

Authorized Leland Master Distributors are offered a sales and service program on the following product lines:

1. PRODUCT LINES

Brake Parts

Wheel and Rim Attaching Parts

Oil and Grease Seals

Suspension Parts

Fifth Wheel Parts

2. PRICES AND TERMS

Leland will extend to Master Distributors current U.S. Distributor net prices less 14% warehouse allowance on all \$1,000 orders. Terms are 2%, cash discount, 10th proximo, 30 days, providing Master Distributor's account is current, net thereafter.

A 3% additional allowance will be issued on all Leland product line orders over \$2,500. (Bulk pricing is available on selected Leland Products. Refer to Policy UP10 schedule for available numbers).

3. MARKETING CENTERS

All orders will be sent to either of the following locations:

MAREMONT MARKETING, INC.

Post Office Box 370

Nashville, Tennessee 37202

Phone: 615-833-6592

TWX: 810-371-1309

MAREMONT MARKETING, INC.

Post Office Box 60259

Los Angeles, California 90060

Phone: 213-583-8601

TWX: 910-321-4391

4. FRIGHT ALLOWANCE

All orders will be shipped F.O.B. point of shipment.

5. MASTER DISTRIBUTOR AGREEMENT

A complete Leland inventory must be provided to serve all Associate Distributors and users within the Master Distributor Marketing area.

Upon authentication, the Master Distributor may only once each year return the moving items, provided an order for three times the dollar amount of return is submitted with the order. There is no handling charge. All return items will be shipped prepaid, by the Master Distributor, to the appropriate Marketing Center. All return goods are subject to our inspection, and may be resalable, and of our manufacture. The return period is from September 30 to May 30.

7. WARRANTY

All products are guaranteed against defects in material and workmanship. This warranty is limited to the free exchange of the item. No claim will be allowed unless made within 90 days after installation.

8. SALES SUPPORT

a) Catalogs and Price Lists

Leland will supply the Master Distributor with catalogs, supplements, interchange lists and price lists.

b) Leland Sales Personnel

Sales personnel will assist the Master Distributor in the promotion of Leland products and keep Master Distributors informed on products and sales promotion programs.

9. This program cancels and supersedes all previously dated programs. We reserve the right to change or eliminate any part of this program upon a 30-day notice. Such notice will not affect orders in our hands at the time given. Business relations between Meremont and the Master Distributor are at the will of the parties and may be discontinued by either party at any time without notice or further obligation.

MASTER DISTRIBUTOR _____

ADDRESS _____

CITY AND STATE _____ ZIP _____

By _____
Director of Sales

Date _____

CANADIAN CUSTOMERS

Billed off of current price sheets listed below, subject to discounts specified in the following Sales Policy sheets.

Price Sheets:

Block: Form 7175C

Leland: Form 13160D

Sales Policies:

Block: Form 300, undated

Leland: Form 300-2, May 1972

Unnumbered Form;
Leland Heavy Duty, Replacement Part,
Canadian Sales Policy

GRIZZLY
BRAKE SYSTEMS PRODUCTS
CANADIAN SALES POLICY

Authorized Grizzly Master Distributors are offered a sales and service program on the following Grizzly products:

1. PRODUCT LINES

Heavy Duty Brake Block*

- . SS Metallic
- . Silvertip Premium
-Wedge Friction
- . Silvertip Combinations of
Low, Medium, High Friction
- . TruGuard

Truck Sets

- . Drilled Sets Medium Friction
- . Drilled Sets High Friction
- . Bulk Drilled Segments
- . Multi-Coverage Segments

Passenger Cars and Light Trucks

- . Double Duty Silvertip
Drilled Sets
- . Syncro Drilled Sets
- . Disc Brake Sets

Brake Block Fasteners

- . Bolts, Nuts and Washers
(Brass and Steel)
- . Brass Rivets

Rolled Lining

- . Syncro Rolled Lining
- . X-T Woven Lining

*Oversizes available

2. PRICES AND TERMS

A functional allowance of 4% below the Master Distributor buff price sheet. Terms are 2%, cash discount, 10th proximo, providing Distributor's account is current, net 30 days, payable in U.S. dollars.

Quantity Shipment Program

Functional allowances for bulk orders of qualifying part numbers for shipment to one location. For further details, see Policy Supplement #300-2.

3. MARKETING CENTERS

All orders will be sent to either of the following locations:

MARKMONT MARKETING, INC.
Post Office Box 370
Nashville, Tennessee 37202
Phone: (615) 833-6392
Telex: 810-371-1309

MARKMONT MARKETING, INC.
Post Office Box 60259
Los Angeles, California 90060
Phone: (213) 583-8601
Telex: 910-321-4391

Form No. 300

4. FREIGHT

F.O.B. point of shipment.

5. INVENTORY

The Master Distributor agrees to maintain an adequate stock of Grizzly products to service the trade.

6. STOCK PROTECTION PLAN

- . All returns must be authorized by the District Manager and are limited to 5% of the previous year's purchases, with a 10% handling charge.
- . All returns must be renewable and on the current price sheet under A, B, C, D or W classification, shipped prepaid to the appropriate Marketing Center. (Broken sets or rolls are non-returnable).
- . The return period is from September 30th to May 30th.
- . Orders for less than full sets to be submitted between September 30th and May 30th.

7. WARRANTY

All products are guaranteed against defects in material and workmanship within normal wear characteristics. This warranty is limited to the free exchange of the item. No claim will be allowed unless made within 90 days after installation.

8. SALES SUPPORT

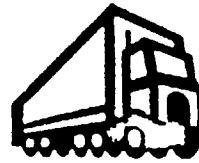
a) Catalogs and Price Lists

Grizzly will supply the Master Distributor with catalogs, supplements, price lists, block identification books, trouble shooter charts, application data and sales brochures.

b) Grizzly Sales Personnel

Sales personnel will assist the Master Distributor in the promotion of Grizzly products and keep Distributors informed on products and sales promotion programs.

9. This program cancels and supersedes all previously dated programs. We reserve the right to change or eliminate any part of this program upon a 30-day notice. Such notice will not affect orders in our hands at the time given. Business relations between Harsco and the Master Distributor are at the will of the parties and may be discontinued by either party at any time without notice or further obligation.



LELAND

HEAVY DUTY PRODUCTS

SUGGESTED RESALE - FLEETS

BRAKE, AXLE AND SUSPENSION PARTS

Form 13430T

JULY, 1975

SUPERSEDES

SEPTEMBER, 1974

Net price per one each except as otherwise noted.

Part No.	Sugg. List	Net Price	Std. Pkg.	Part No.	Sugg. List	Net Price	Std. Pkg.	Part No.	Sugg. List	Net Price	Std. Pkg.
A-610	40.15	28.11	2	L-110	4.75	3.33	10	L-176	4.36	3.07	10
A-613	.33	.50	20	L-115	1.08	1.32	10	L-177	2.33	1.63	10
A-612	17.33	12.13	2	L-116	1.33	.93	10	L-178	3.75	2.63	10
A-944	17.75	12.43	2	L-117	3.13	2.19	2	L-179	1.63	1.14	10
A-945	16.40	12.00	2	L-118	.13	.00	100	L-180	.53	.44	10
A-946	25.53	24.87	2	L-119	1.10	.77	10	L-181	3.13	2.19	10
B-750	4.23	2.96	2	L-120	.15	.11	100	L-182	7.90	6.50	10
B-600	.60	.42	10	L-124	2.13	1.49	10	L-182X	6.00	4.42	10
B-2265	3.45	2.42	1	L-125	1.50	1.05	10	L-183	1.10	.77	10
K-10	7.25	5.00	1	L-126	.15	.11	50	L-187	2.25	1.58	10
K-11	9.30	6.57	1	L-127	2.13	2.19	10	L-188	4.13	2.89	4
K-12	12.50	8.75	1	L-128	2.13	1.49	10	L-189	6.50	4.61	10
K-13	8.70	6.09	1	L-129	1.10	.77	20	L-191	3.90	2.73	4
K-14	16.25	11.38	1	L-130	2.60	2.62	10	L-192	.15	.11	50
K-15	17.63	12.14	1	L-131	5.00	3.50	2	L-193	.15	.11	50
K-16	1.90	1.33	1	L-132	5.78	4.05	4	L-194	3.45	2.42	10
K-17	.53	.44	1	L-133	3.70	2.50	20	L-195	6.50	4.61	2
K-18	1.05	.74	1	L-134	4.15	2.91	20	L-196	46.25	32.30	1
K-19	25.75	18.63	1	L-135	.20	.14	50	L-197	34.70	20.29	1
K-22	123.30	86.37	1	L-136	.45	.32	10	L-198	.80	.42	10
K-24	123.30	86.37	1	L-137	.10	.11	100	L-199	1.63	1.14	10
K-25	3.13	2.19	10	L-139	.13	.00	100	L-200	40.30	26.21	1
K-26	1.15	.81	10	L-140	1.13	.70	10	L-202	.25	.25	10
K-27	145.30	101.77	1	L-141	3.13	2.19	2	L-203	5.50	3.91	10
K-28	191.25	133.80	1	L-142	7.63	6.92	10	L-207	3.75	2.63	10
K-29	118.63	83.04	1	L-143	1.25	.80	10	L-209	3.20	2.30	10
K-30	4.00	2.90	10	L-145	.23	.16	100	L-210	.30	.27	10
K-31	207.50	145.25	1	L-146	8.75	6.13	10	L-211	.95	.67	10
K-32	118.75	83.13	1	L-147	1.00	1.32	10	L-212	2.65	1.80	10
K-33	145.30	101.77	1	L-148	2.50	1.81	10	L-213	3.30	2.31	10
K-34	191.25	133.80	1	L-149	1.75	1.23	50	L-214	27.63	19.34	2
K-35	22.50	15.75	1	L-150	1.50	1.11	10	L-215	2.20	1.54	10
K-36	24.00	17.42	1	L-151	.10	.11	100	L-216	1.75	1.23	10
K-37	9.45	6.62	1	L-152	2.63	1.84	25	L-219	.70	.49	10
K-42	12.95	9.07	1	L-153	7.63	5.40	10	L-224	42.75	29.53	1
K-43	12.50	8.75	1	L-154	4.70	3.20	10	L-225	42.75	29.53	1
K-44	15.00	10.50	1	L-156	3.90	2.73	10	L-226	42.90	29.69	1
K-45	15.10	10.63	1	L-156	3.30	2.37	10	L-227	42.90	29.69	1
K-46	16.13	11.29	1	L-157	1.13	.79	10	L-228	42.20	29.54	1
L-100	1.15	.81	50	L-158	3.25	2.20	20	L-279	42.20	29.54	1
L-101	1.13	.79	50	L-159	.15	.11	50	L-232	42.90	29.69	1
L-10121	1.75	.80	50	L-160	9.73	6.46	10	L-233	42.90	29.69	1
L-102	2.83	1.96	20	L-161	1.25	.80	10	L-234	41.40	28.90	1
L-103	8.95	4.17	20	L-162	1.25	.80	10	L-235	41.40	28.90	1
L-104	2.20	1.54	10	L-163	1.25	.80	10	L-236	4.23	2.96	4
L-106	.63	.44	100	L-166	1.10	.77	2	L-237	4.30	2.67	20
L-106	11.25	7.80	20	L-166	.80	.80	10	L-238	2.13	1.49	10
L-107	1.00	.80	20	L-167	3.90	2.73	10	L-239	.70	.11	100
L-10751	1.50	1.11	20	L-168	.20	.20	100	L-240	1.45	1.00	10
L-108	.25	.18	10	L-170	1.40	.90	10	L-241	.15	.11	50
L-109	.10	.07	100	L-171	2.20	1.54	30	L-242	.30	.63	10
L-110	.13	.00	100	L-172	2.30	1.67	30	L-243	28.13	19.80	2
L-111	.80	.80	100	L-173	44.53	31.37	1	L-244	4.15	2.91	2
L-112	.30	.25	10	L-174	44.53	31.37	1	L-245	11.63	9.00	2
L-113	2.80	2.82	10	L-175	49.30	34.57	1	L-246	20.00	14.00	2

LELAND

Maremont Corporation • 200 East Randolph Drive • Chicago, Illinois 60601

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Page 1

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Part No.	Sugg. List	Net Price	Std. Pkg.	Part No.	Sugg. List	Net Price	Std. Pkg.	Part No.	Sugg. List	Net Price	Std. Pkg.
L-247	2.25	1.56	2	L-341	2.30	1.67	10	L-428	31.50	26.11	1
L-248	15.00	10.50	2	L-342	.40	.29	10	L-430*	50.70	25.35	1
L-249	.70	.55	10	L-343	.35	.25	10	L-440	3.45	2.42	10
L-250	2.13	1.49	10	L-344	.40	.29	10	L-441	23.13	16.19	2
L-251	2.00	1.40	10	L-345	45.60	31.92	1	L-444	4.70	3.29	8
L-252	4.35	3.07	10	L-346	45.95	32.17	1	L-445	11.73	8.21	10
L-253	.23	.16	25	L-349	11.30	7.97	2	L-448	3.20	2.30	10
L-254	.80	.62	30	L-355	18.05 Pr	7.04 Pr	1 Pr	L-451	7.00	4.90	4
L-255	1.13	2.19	20	L-356	11.25 Pr	7.04 Pr	1 Pr	L-452	.30	.27	10
L-258	7.83	4.92	10	L-358	1.50	1.05	10	L-453	.33	.23	20
L-260	2.95	2.00	20	L-359	2.65	1.86	50	L-454	3.45	2.42	2
L-261	42.75	29.83	1	L-360	.30	.21	50	L-455	.25	.18	50
L-262	42.75	29.83	1	L-361	1.45	1.02	10	L-456	5.70	4.05	10
L-263	13.75	9.63	10	L-364	1.50	1.11	2	L-457	21.00	14.70	1
L-264	1.95	1.37	10	L-368	2.65	1.86	2	L-490	20.25	18.30	1
L-273	4.00	2.86	4	L-369	1.30	.97	4	L-461	15.00	10.50	1
L-274	4.75	3.33	2	L-370	3.45	2.42	10	L-462	2.30	1.67	10
L-275*	79.85	55.90	1	L-371	2.83	1.42	10	L-463	3.13	2.19	10
L-276*	79.85	55.90	1	L-372	1.50	1.11	2	L-465	1.70	1.25	10
L-277	60.00	42.00	1	L-375	2.50	1.75	10	L-467	.10	.13	50
L-278*	71.50	53.61	1	L-376	2.25	1.50	10	L-468	6.73	4.71	2
L-279	1.23	.94	10	L-380**	5.00	3.50	10	L-469	3.30	2.37	4
L-280	.53	.50	10	L-383	1.00	1.32	10	L-470	7.25	5.15	20
L-281	4.15	2.91	10	L-384	1.30	.91	10	L-471	2.90	2.09	2
L-282	4.23	2.96	10	L-385	1.53	1.07	10	L-473	3.75	2.63	16
L-285	6.13	4.29	10	L-386	42.20	29.54	1	L-474	1.50	1.05	10
L-286	7.90	5.50	10	L-387	42.20	29.54	1	L-476	2.90	2.09	10
L-287	1.13	.79	10	L-388	1.90	1.39	10	L-479	26.25	18.30	2
L-288	12.90	9.09	10	L-389	1.15	.81	10	L-480	1.00	1.25	10
L-289	51.90	36.39	1	L-390	9.95	4.17	2	L-481	.40	.40	10
L-291	25.53	27.67	1	L-391	15.00	10.50	10	L-482	.80	.80	10
L-292	30.53	27.67	1	L-392*	27.50	19.25	1	L-484	18.75	13.13	2
L-293	.75	.53	10	L-393*	27.50	19.25	1	L-486	3.13	2.19	10
L-294	2.75	1.53	10	L-394*	27.50	19.25	1	L-487	.20	.27	10
L-295	2.81	1.90	10	L-395*	27.50	19.25	1	L-488	26.25	18.30	2
L-296	2.75	1.50	10	L-396	.30	.21	10	L-489	9.50	6.00	2
L-297	3.63	2.54	10	L-397	.15	.11	100	L-492	5.00	3.04	2
L-298	.13	.00	50	L-398	1.05	1.30	10	L-493	6.00	4.22	10
L-299	.80	.62	10	L-399	10.35	7.25	10	L-494	5.00	3.52	2
L-300	1.50	1.05	10	L-400	1.00	1.32	10	L-496	1.25	.80	10
L-301	3.50	2.51	2	L-401	2.00	1.40	10	L-498	1.13	.79	10
L-303	1.53	1.07	10	L-402	4.30	3.07	10	L-501	1.50	1.05	10
L-304	2.23	1.56	10	L-405	2.13	1.40	10	L-504	3.45	2.42	10
L-305	4.50	3.07	20	L-406	15.70	11.00	2	L-506	2.20	1.54	10
L-306	7.90	5.50	2	L-407	1.63	1.14	10	L-507	29.00	27.36	1
L-307	.15	.11	10	L-408	1.50	1.11	10	L-508	30.00	27.36	1
L-308	.80	.62	10	L-409	2.23	1.63	10	L-509	.50	.30	10
L-309	1.95	1.37	10	L-410	4.73	3.31	10	L-510	100.00	70.00	1
L-315	.30	.27	10	L-411	10.10	7.07	2	L-517	70.33	49.23	1
L-316	.30	.21	10	L-412	10.15	7.11	2	L-519	.75	.53	10
L-316	12.50	8.75	10	L-413	2.03	1.42	10	L-520	23.40	16.42	2
L-318	1.63	2.54	10	L-414	21.00	15.32	2	L-521	18.13	12.40	2
L-320	1.00	2.10	10	L-415	1.33	.93	10	L-522	23.75	16.63	2
L-321	3.13	2.19	10	L-416	3.13	2.19	10	L-523	10.70	7.50	10
L-322	2.00	2.02	10	L-417	.90	.67	10	L-525	11.70	8.21	1
L-324	.33	.23	10	L-418	2.10	1.47	10	L-527	4.13	2.90	1
L-325	5.63	3.90	20	L-419	3.13	2.19	10	L-528	12.00	8.40	1
L-326	3.00	2.10	10	L-420	7.83	5.40	2	L-529	4.70	3.29	2
L-327	3.75	2.63	10	L-421	1.90	1.00	10	L-530	6.00	4.22	2
L-328	.75	.53	10	L-422	42.75	29.53	1	L-531	4.53	3.17	1
L-329	2.20	2.30	10	L-423	42.75	29.53	1	L-532	19.30	13.57	1
L-331	.30	.14	100	L-424	7.30	5.04	2	L-533	13.70	9.90	1
L-333	.25	.10	100	L-425	1.13	.79	10	L-534	2.50	1.75	10
L-334	.25	.10	100	L-426	2.00	1.00	10	L-536	1.00	1.32	10
L-335	2.63	1.90	10	L-427	4.00	2.42	10	L-538	3.25	2.30	10
L-336	1.50	1.05	10	L-428	2.00	2.00	10	L-537	1.43	1.00	10
L-337	.40	.30	10	L-429	2.50	1.75	10	L-539	20.50	14.00	1
L-338	.50	.30	10	L-430	5.00	3.77	20	L-540	7.63	5.34	10
L-339	.25	.10	10	L-434	.33	.23	20	L-541	2.23	1.50	10
L-340	.25	.10	10	L-437	1.30	.90	10	L-543	2.23	1.50	10

* For head sheet see page 5.
 ** L-500 includes L-201.

Part No.	Sugg. List	Net Price	Std. Pkg.	Part No.	Sugg. List	Net Price	Std. Pkg.	Part No.	Sugg. List	Net Price	Std. Pkg.
L-544	.63	.44	10	L-807	8.75	6.13	10	L-900	7.75	5.43	10
L-545	1.00	1.22	10	L-808	7.13	1.49	10	L-909	1.50	1.05	10
L-546	15.30	10.77	1	L-809	13.50	9.45	2	L-900	62.83	43.42	1
L-547	7.30	5.17	10	L-806	2.00	2.16	2	L-901	62.83	43.42	1
L-548	3.70	2.50	2	L-800	3.13	2.19	2	L-902	46.40	32.48	1
L-549	9.53	6.67	2	L-810	5.00	3.50	2	L-903	46.40	32.48	1
L-550	11.65	8.16	2	L-812	10.75	13.13	2	L-904	104.30	73.07	1
L-551	12.70	8.54	2	L-813	6.25	4.38	2	L-905	34.05	24.40	1
L-552	7.50	5.31	10	L-815	42.20	29.54	1	L-906	40.25	28.18	1
L-553	5.30	3.77	2	L-816	43.20	30.30	1	L-907	3.75	2.63	4
L-554	.25	.25	10	L-821	6.25	4.38	10	L-908	4.23	2.96	4
L-555	1.05	1.30	10	L-822	6.40	4.54	10	L-909	10.15	7.11	8
L-556	12.30 Pr	8.67 Pr	1 Pr	L-823	8.83	4.22	10	L-910	8.75	6.13	8
L-559	50.63	25.44	1	L-824	6.00	4.82	10	L-911	1.55	1.09	12
L-560	10.50	7.35	1	L-825	6.00	4.82	10	L-912	.25	.18	10
L-562	31.40	25.90	1	L-826	12.83	8.42	10	L-913	12.83	8.42	2
L-563	50.63	25.44	1	L-827	3.45	2.42	8	L-914	42.50	28.75	1
L-564	41.40	28.90	7	L-828	4.10	2.87	10	L-915	42.50	28.75	1
L-565	6.13	4.29	1	L-829	6.25	4.38	10	L-916	63.20	44.30	1
L-566	2.00	2.02	20	L-830	32.20	22.54	1	L-919	57.60	40.30	1
L-567	3.30	2.31	20	L-831	9.30	6.57	2	L-920	60.60	42.42	1
L-568	8.83	6.10	20	L-832	33.75	23.63	2	L-921	.30	.21	8
L-569	3.75	2.63	20	L-833	26.25	18.30	2	L-920	14.05	10.40	4
L-573	2.50	1.75	20	L-834	7.20	5.04	2	L-930	1.00	.70	10
L-574	4.70	3.29	20	L-835	3.13	2.19	8	L-931	34.00	23.80	2
L-579	1.00	.70	10	L-838	47.20	33.04	1	L-946	20.40	14.34	2
L-580	44.83	31.30	1	L-839	47.20	33.04	1	L-947	37.35	26.15	2
L-581	44.83	31.30	1	L-840	3.13	2.19	10	L-948	12.90	9.00	2
L-584	.95	.67	10	L-841	43.13	30.10	1	L-949	34.73	25.71	2
L-585	.80	.62	10	L-845	46.40	32.62	1	L-950	27.10	15.47	2
L-589	3.00	2.10	10	L-846	.80	.62	50	L-951	7.83	5.40	2
L-601	39.53	27.67	1	L-848	.70	.49	50	L-952	22.50	15.81	2
L-603	41.25	28.88	1	L-852	.70	.49	50	L-953	17.63	12.34	2
L-604	4.10	3.29	10	L-856	4.50	3.21	4	L-954	17.63	12.34	2
L-631	25.75	18.83	1	L-857	1.40	.90	4	L-955	8.85	6.20	2
L-652	25.75	18.83	1	L-858	.50	.41	16	L-956	70.40	49.28	2
L-725*	52.50	36.75	1	L-859	10.75	7.53	2	L-957	56.00	39.82	2
L-727*	51.23	35.86	1	L-860	17.25	12.50	2	L-958	8.00	6.23	2
L-728	10.00	7.00	4	L-861	2.00	1.40	2	L-959	25.00	14.50	2
L-731	48.45	33.92	1	L-862	1.25	.80	12	L-960	14.23	9.96	2
L-732	48.45	33.92	1	L-863	.25	.25	12	L-981	.50	.35	10
L-733	44.00	31.36	1	L-864	3.13	2.19	8	L-982	2.50	1.75	4
L-734	44.00	31.36	1	L-865	1.95	1.37	4	L-984*	20.63	14.44	1
L-735	44.00	31.36	1	L-866	.25	.25	10	L-985*	20.63	14.44	1
L-736	44.00	31.36	1	L-867	19.00	13.30	2	L-986	.35	.27	10
L-738	14.23	9.96	2	L-868	19.70	13.70	4	L-987	1.13	.79	10
L-752	2.80 Pr	2.02 Pr	10 Pr	L-869	1.75	1.23	4	L-988	1.00	1.20	10
L-754	.10	.13	50	L-870	42.83	29.84	1	L-989	54.53	38.17	1
L-755	.85	.80	12	L-871	.30	.27	10	L-970	10.70	11.09	10
L-760	7.00	1.40	20	L-872	8.75	6.13	2	L-971	12.83	8.42	10
L-761	10.15	7.11	4	L-876	8.85	6.20	2	L-972	5.85	4.10	10
L-762	7.05	5.36	4	L-877	31.40	21.90	1	L-973	16.73	11.71	10
L-764	2.75	1.93	8	L-878	32.35	22.65	1	L-974	5.25	3.70	10
L-766	14.00	9.86	4	L-879	35.95	25.17	1	L-975	35.15	24.61	10
L-767	.50	.87	50	L-880	50.95	35.67	1	L-976	7.30	5.17	2
L-768	2.25	1.50	10	L-881	14.20	10.00	1	L-977	8.13	5.80	2
L-769	.70	.55	10	L-882	14.20	10.00	1	L-978	9.23	6.46	2
L-773	14.30	10.67	4	L-883	14.20	10.00	1	L-979	11.00	7.76	2
L-781	9.13	6.30	4	L-884	14.20	10.00	1	L-980	7.63	5.34	2
L-782	9.13	6.30	4	L-885	17.83	12.40	1	L-981	8.25	5.70	2
L-783	.23	.16	50	L-887	4.30	3.07	4	L-982	9.50	6.80	2
L-784*	56.13	30.29	1	L-888	.80	.62	50	L-983	8.13	5.80	2
L-785*	56.13	30.29	1	L-889	.10	.87	100	L-985	25.15	17.61	2
L-786*	19.13	13.30	1	L-891	4.00	3.42	10	L-986	14.33	10.62	1
L-787*	19.75	13.83	1	L-892	14.00	9.80	4	L-987	12.60	8.80	1
L-788	2.50	1.75	25	L-893	3.95	2.77	4	L-988	16.13	10.62	1
L-790	9.30	6.57	10	L-894	.70	.49	12	L-989	25.33	14.70	1
L-799	1.13	.79	10	L-895	.30	.25	25	L-990	24.85	14.40	1
L-800	4.50	3.15	2	L-896	3.00 Pr	2.73 Pr	10 Pr	L-991	33.45	23.42	1
L-801	4.63	3.24	2	L-897	.43	.30	25	L-992	35.63	24.94	1

* For head sheet see page 8.

Part No.	Sugg. List	Net Price	Std. Pkg.	Part No.	Sugg. List	Net Price	Std. Pkg.	Part No.	Sugg. List	Net Price	Std. Pkg.
L-993	25.95	25.17	1	L-1049	18.90	13.23	2	L-1142	61.25	42.86	1
L-994	34.75	24.33	2	L-1050	29.30	29.57	2	L-1143	3.00	2.10	10
L-995	34.75	24.33	1	L-1051	29.30	29.57	2	L-1144	2.00	1.06	10
L-996	45.33	31.73	1	L-1052	.33	.23	10	L-1145	51.90	30.33	1
L-997	29.00	20.30	1	L-1053	2.30	1.67	10	L-1146	2.65	1.86	4
L-998	17.25	12.00	1	L-1064	2.00	1.00	10	L-1147	.00	.62	10
L-999	27.63	19.40	1	L-1065	1.25	.80	20	L-1148	.13	.99	10
L-1000	27.63	19.40	1	L-1066	.33	.23	20	L-1149	1.50	1.11	10
L-1001	29.25	20.40	1	L-1067	73.95	51.77	1	L-1150	.15	.11	10
L-1002	29.25	20.40	1	L-1071	3.05	2.42	10	L-1151	0.90	0.23	1
L-1003	25.33	24.73	1	L-1072	40.45	33.92	1	L-1152	2.53	1.77	10
L-1004	25.33	24.73	1	L-1073	40.45	33.92	1	L-1153	12.40	8.74	1
L-1005	25.33	24.73	1	L-1074	42.75	29.93	1	L-1154	3.13	2.19	10
L-1006	25.50	17.91	1	L-1075	42.75	29.93	1	L-1155	17.50	26.31	1
L-1007	2.80	2.02	10	L-1076	43.25	30.30	1	L-1156	23.75	16.43	1
L-1008	.53	.37	20	L-1077	54.70	30.29	1	L-1157	1.40	.80	10
L-1009	.25	.18	20	L-1078	56.25	29.30	1	L-1158	50.45	40.92	1
L-1010	5.70	3.99	10	L-1079	73.45	51.42	1	L-1159	30.95	21.97	2
L-1011	.30	.27	20	L-1080	0.23	0.76	1	L-1160	.80	.62	10
L-1012	.23	.16	20	L-1081	0.23	0.76	1	L-1161	7.65	5.36	4
L-1013	.90	.63	20	L-1082	.53	.37	1	L-1171	20.40 Pr	19.94 Pr	1 Pr
L-1014	3.10	2.17	10	L-1083	21.10	14.77	1	L-1172	99.95 Pr	80.97 Pr	1 Pr
L-1015	.53	.37	20	L-1084	21.10	14.77	1	L-1173	230.00 Pr	166.66 Pr	1 Pr
L-1016	1.00	.70	20	L-1087	94.53	90.17	1	L-1174	99.95 Pr	80.97 Pr	1 Pr
L-1017	3.90	2.73	10	L-1088	2.50	1.75	4	L-1175	201.50 Pr	160.11 Pr	1 Pr
L-1018	4.23	2.96	10	L-1089	39.23	27.46	1	L-1176	6.3	4.30	4
L-1019	57.35	40.15	1	L-1090	41.00	28.90	1	L-1177	13.65	9.56	4
L-1020	1.40	.96	50	L-1091	39.33	27.53	1	L-1178	2.90	2.00	4
L-1021	1.80	1.32	25	L-1092	27.30	19.17	1	L-1183	2.90	2.93	4
L-1023	55.63	36.94	1	L-1102	1.00	.70	10	L-1186	7.13	4.99	4
L-1024	55.63	36.94	1	L-1121	29.43	20.00	1	L-1189	.10	.87	10
L-1025	10.15	7.11	2	L-1122	3.43	2.00	4	L-1190	60.75	40.12	1
L-1026	2.80	1.96	10	L-1123	.45	.32	10	L-1191	4.70	3.29	10
L-1034	2.25	1.50	10	L-1124	10.90	13.23	2	L-1192	5.33	3.73	1
L-1035	.80	.56	10	L-1125	56.25	29.30	1	L-1193	44.05	31.00	1
L-1036*	41.00	29.32	1	L-1126	21.00	15.22	2	L-1194	44.05	31.00	1
L-1037*	39.00	27.72	1	L-1127	23.05	16.42	2	L-1196	3.15	2.61	1
L-1038*	19.23	13.46	1	L-1129	7.30	5.17	1	L-1197	5.15	3.61	1
L-1039*	18.75	13.13	1	L-1130	19.45	13.62	4	L-1198	22.20	15.54	1
L-1040*	44.30	31.07	1	L-1131	6.10	4.27	2	L-1199	4.70	3.29	10
L-1041*	53.00	37.52	1	L-1134	11.50	8.11	1	L-1200	109.00	73.50	1
L-1042*	19.53	13.67	1	L-1135	9.15	6.35	4	L-1201	109.00	73.50	1
L-1043*	16.00	11.00	1	L-1136	2.90	2.00	12	L-1202	37.50	26.25	1
L-1044*	42.50	29.75	1	L-1137	.80	.80	12	L-1203	37.50	26.25	1
L-1045*	42.50	29.75	1	L-1138	3.70	4.00	12	L-1204	44.00	31.36	1
L-1046	4.53	3.17	2	L-1139	1.25	.80	10	L-1205	44.00	31.36	1
L-1047	3.00	2.10	10	L-1140	9.50	6.50	1	96-120	2.13	2.19	1
L-1048	8.50	6.30	2	L-1141	3.70	2.90	8				

* For lined sheets see page 8.

GRIZZLY
BRAKE SYSTEMS
CANADIAN SALES POLICY SUPPLEMENT
QUANTITY SHIPMENT PROGRAM

Authorized Grizzly-distributors are offered a bulk program subject to the following terms and conditions:

1. Orders

Orders to comprise at least 300 sets of the qualifying part number.

2. Qualifying Part Numbers

Silvertip -- SS Metallic -- TruGuard

Any part number

TruGuard - 4515 and 4515 BLK

3. Prices and Terms

14% allowance on 500 set orders of qualifying part numbers. 9% allowance on 300 set orders of qualifying part numbers.

LELAND

Sales Policy

Form 350, December 1972

Price Sheet

Form 131600, May 1972
Sales Bulletin, June 5, 1972

Other: See the following sections:

"Canadians"

"Other Terms"

"Special Quotes"

Wheel Parts - Price Comparison

Category	Number	Leland Price		Number	B.W.P. Net Price	% Diff.
		Blue	Blue-20%			
Bolts & Studs 833	W-9	.23*	.18	M-41	.20	11.1
	W-19	.29	.23	M-32	.24	4.3
	W-21	.28	.22	M-34	.24	9.1
	W-22	.31	.25	M-35	.26	4.0
	W-79	.35	.28	M-97	.28	0.0
	W-84	.30	.24	M-94	.26	8.3
	W-88	.20	.16	M-958	.20	25.0
	W-89	.20	.16	M-960	.17	6.3
	W-90	.20	.16	M-961	.18	12.5
	W-91	.20	.16	M-962	.19	18.9
	W-96	.25	.20	M-974	.22	10.0
	W-97	.25	.20	M-976	.28	40.0
	W-151	.28	.22	M-40	.25	13.6
	Average	.26	.21		.23	9.5**
Nuts 834	W-7	.09*	.07	M-43	.076*	8.6
	W-8	.11*	.09	M-45	.094*	4.4
	Average	.10	.08		.085	6.3**
TOTAL		\$17.46	\$13.95		\$16.15	
AVERAGE		.40	.32		.37	15.6%
Less Allowance (% off blue)		.36 (10%)				
(% off blue)		.32 (10%)				

* Bulk Pack Price
 ** % Difference Based on Average Selling Prices
 Note: Individual % diff. computed between Leland Blue - 20% & BWP net

February, 1974
Leland - B.W.P.

Wheel Parts - Price Comparison

Category	Number	Leland		Number	B.W.P.		% Diff.
		Blue	Blue-20%		Net Price		
Clamps 830	W-1	.60*	.48	M-1	.61		27.1
	W-3	.65*	.52	M-3	.63		21.2
	W-4	.70*	.56	M-4	.65		16.1
	W-117	.69	.55	M-5	.64		16.4
	W-120	.72	.58	M-8	.66		13.8
	W-133	.75	.60	M-22	.70		16.7
	W-134	.73	.58	M-23	.65		12.1
	W-135	.58	.46	M-1134	.62		34.8
	W-143	.70	.56	M-24	.66		17.9
	W-144	.65	.52	M-25	.66		26.9
	W-146	.50	.40	M-28	.50		25.0
	Average	.66	.53		.63		18.9**
Studs 831	W-5	.14*	.11	M-38	.118*		7.3
	W-6	.18*	.14	M-39	.154*		10.0
	W-38	.36	.29	M-48	.34		17.2
	W-39	.36	.29	M-49	.34		17.2
	W-40	.36	.29	M-50	.34		17.2
	W-41	.36	.29	M-51	.34		17.2
	W-50	.43	.34	M-60	.37		8.8
	W-64	.40	.32	M-74	.33		3.1
	W-66	.45	.36	M-76	.35		(2.9)
	W-67	.45	.36	M-77	.35		(2.9)
	W-68	.48	.38	M-78	.39		2.6
	W-70	.45	.36	M-80	.38		5.6
	W-71	.45	.36	M-81	.38		5.6
	W-181	.34	.27	M-159	.27		0.0
	Average	.37	.30		.32		6.7**
Cap Nuts 832	W-11	.46*	.37	M-128	.49*		32.4
	W-12	.46*	.37	M-129	.49*		32.4
	W-13	.26*	.21	M-126	.30*		42.9
	W-14	.26*	.21	M-127	.30*		42.9
Average		.36	.29		.40		37.9**

* Bulk Pack Price

** % Difference Based on Average Selling Prices

Notes: Individual % diff. computed between Leland Blue - 20% & BWP net.

January, 1974
 Leland - Euclid
 Wheel Parts - Price Comparison
 Page 2.

CATEGORY	LELAND		EUCLID		% DIFF.
	NUMBER	PRICE	NUMBER	PRICE	
Nuts	834	W-7	4962	.09	.0
	834	W-8	4963	.12	9.1
Average		.10		.11	10.0**
TOTAL		\$17.46		\$19.26	
AVERAGE		.40		.45	12.5%
Less Allowance		.36			
(% off blue)		(10%)			
		.32			
(% off blue)		(20%)			

* Bulk Pack Price

** % Difference Based on Average Selling Prices