

First on the Road ...

... Foremost in Performance



PRICE AND DISCOUNT SCHEDULE
June 1, 1940

CONFIDENTIAL
For Dealers Only

PRICES

Model 71 \$ 159.00
 Price F.O.B. Factory, Inglewood, California,
 including Federal Excise Tax.
 Crating charge: \$3.00 per unit.
 Export boxing charge: \$5.00 per unit.

Model 61 137.50
 Price F.O.B. Factory, Inglewood, California,
 including Federal Excise Tax.
 Crating charge: \$2.00 per unit.
 Export boxing charge: \$4.00 per unit.

DISCOUNTS

<u>Units Purchased</u>	<u>Per Cent Discount</u>	<u>Model 61 Discount</u>	<u>Model 61 Net Price</u>	<u>Model 71 Discount</u>	<u>Model 71 Net Price</u>
1	15%	\$ 20.62	\$ 116.88	\$ 23.85	\$ 135.15
2	20%	27.50	110.00	31.80	127.20
3 - 24	25%	34.37	103.13	39.75	119.25
25 - 49	27%	37.12	100.38	42.93	116.07
50 or more	30%	41.25	96.25	47.70	111.30

Beginning discounts are based on original order. The larger discounts may be earned according to volume of sales within each calendar year; for example, a dealer buying machines one at a time would receive 15% on his first unit purchase, 20% on his second and third purchases, 25% on his next 21 purchases, 27% on his next 25 purchases and 30% on each subsequent unit purchase, within the calendar year. Similarly a dealer commencing the year with an original order for 25 units receives 27% discount on such order and on his next 24 units purchased, increasing to 30% on his fiftieth and subsequent units purchased within the calendar year.

FLEET USERS

Dealers are authorized to give up part of their discounts to fleet owners purchasing 10 or more units, provided such discounts do not exceed 10% of the Factory Price.

TERMS

Cash on delivery or shipment from Factory (C.O.D. or sight draft with bill of lading).

Deposit of 25% of Factory billing required with order.

Prices and terms subject to change without notice.

SALS BURY CORPORATION
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 INGLEWOOD, CALIFORNIA