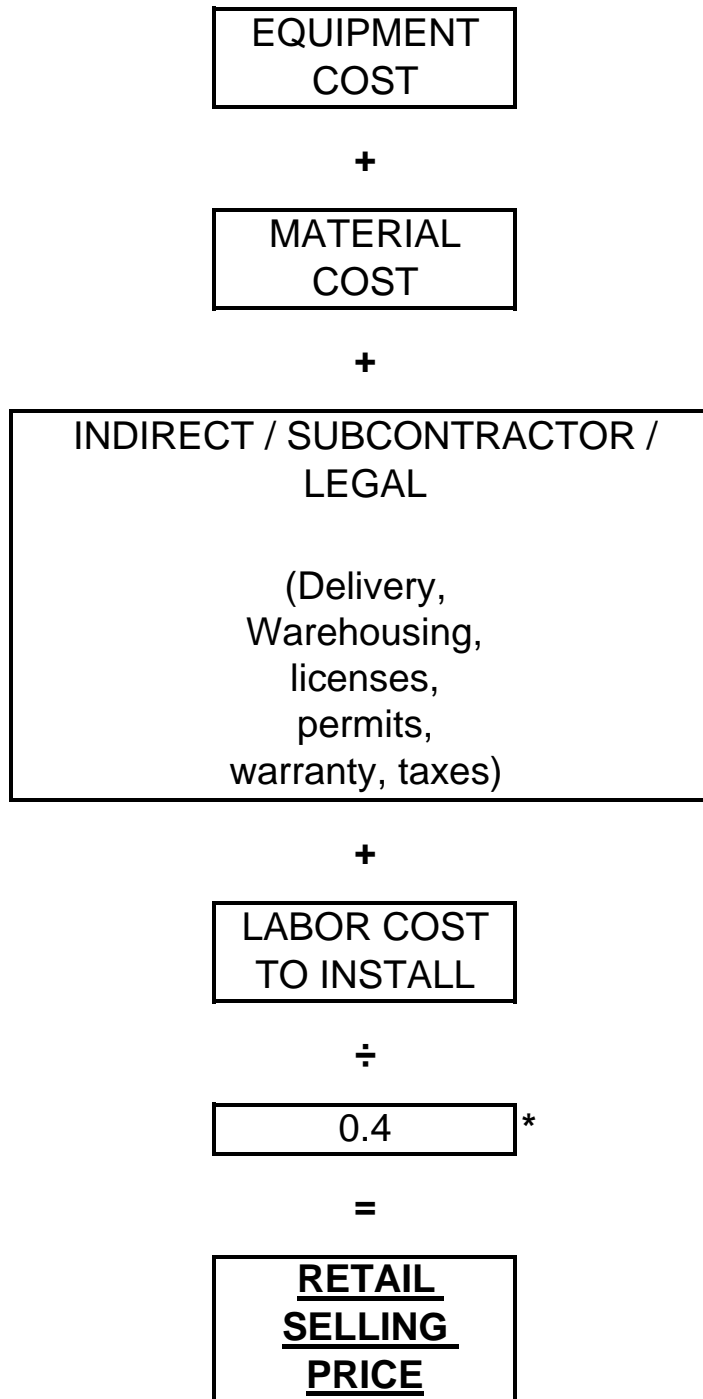


## RETAIL REPLACEMENT SELLING PRICE



The following guide lists North American suggested retail price based on well negotiated equipment and material pricing and fair labor and benefit wages and practices.

You may use the above for determining prices in your local markets and adjust the divisor up or down, based on your overhead.