

Car Distribution Department

Bulletin

1946

INDEX

Date	Bulletin Number	Subject
10-3-46	CD-35	Car Prices 1946 Model Commercial Cars



Car Distribution Department Bulletin

Number
CD-35

Date
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Subject
CAR PRICES
1946 MODEL
COMMERCIAL
CARS

TO ALL DISTRIBUTORS:

1. (a) Effective on Model 58 Cab Pick-ups shipped or delivered from the factory on and after September 25, 1946, the following are the new established f.o.b. Detroit list price, factory handling charge and provision for Federal tax expense:

Model & Body Type	<u>Car List</u>	<u>Factory Handling Charge</u>	<u>Provision for Federal Tax Expense</u>
HUDSON 3/4 TON COMMERCIAL CARS (58)			
Cab Pick-up	\$1154.00	\$ 4.50	\$50.00

1. List Price, etc.

(b) The above specified car list price of \$1154.00 is the maximum price which you and your dealers must use in determining (in accordance with Section 10 of MPR 610) the maximum retail prices of Model 58 Cab Pick-ups shipped or delivered from the factory on and after September 26, 1946.

(c) In computing the CPA authorized retail ceiling price there may be added to that list price the factory handling charge and provision for federal tax expense shown above, optional equipment (and federal tax expense thereon) as shown in section 6 below, transportation expenses, state and local taxes, gasoline, oil and anti-freeze, and dealer conditioning charge of \$20. per car (unless a higher dealer conditioning charge is permissible under the terms of Amendment 3 to said Section 10); all subject to and in accordance with applicable CPA regulations as contained in UFR 610 as amended, and in order #22 under MPR 610.

2. (a) Effective on model 53 Cab Pick-ups shipped, or delivered from the factory on and after September 26, 1946, the f.o.b. Detroit prices to be paid Hudson by Distributor for such commercial cars as are purchased by Distributor with standard equipment and delivered to him or on his order at the factory, or shipped by rail, truck or driveway from the factory at Detroit, Michigan, shall be as follows:

2. Net Prices to Distributors

2. Net
Prices
to Distrib-
utors
(Cont'd)

<u>Model & Body Type</u>	<u>Net Price of Car</u>	<u>Factory Handling Charge</u>	<u>Provision for Fed- eral Tax Expense (Note B)</u>	<u>Combined Net Price to Dis- tributor at Factory (Note A)</u>
HUDSON 3/4 TON COMMERCIAL CARS (58)				
Cab Pick-up	\$ 883.31	\$4.50	\$50.50	\$938.31

(Note A) This combined net price will appear as the price of the car (with standard equipment) on car invoices issued to Distributor by Hudson, and in addition there will be a \$10.00 per car cooperative advertising charge previously authorized by Distributor, also a charge of \$5.00 per car which will be separately designated on the invoice as a "report card charge". This report card charge will be refunded or credited to Distributor by Hudson on every car sold at retail by Distributor or his dealers, provided Distributor furnishes Hudson, within 15 days after delivery, a Retail Delivery Report properly filled in.

(Note B) Provision for Federal tax expense is based on average net prices; therefore wholesale discount credits will not carry any allowances for federal excise tax.

(b) For any such car in which anti-freeze is supplied by Hudson, Distributor will pay an additional charge, based on the varying amounts supplied and at applicable OPA maximum price.

(c) For any such car for which Hudson is required to furnish a Certificate of Origin, Distributor will

(c) pay an additional charge of 254 net.

(d) For any Hudson commercial car delivered on Distributor's order to a retail purchaser at the factory, Distributor will pay to Hudson an owner delivery charge of \$10.50 (\$10.00 list plus 50/ provision for federal tax expense) in addition to the above.

3. Net
Prices to
Master
Dealers

3. (a) The "Net Price of Car", being the amount of \$883.31 as specified above in sub-paragraph (a) of section 2, is the maximum price which you must use in determining (in accordance with Section 10 of APR 610) the maximum prices for resale to your master dealers of Model 58 Cab Pick-ups shipped or delivered from the factory on and after September 26, 1946.

(b) In computing the f.o.b. Detroit maximum net prices which you may charge your master dealers for such cars, there may be added to said "Net Price of Car" the factory handling charge and the provision for federal tax expense as shown above in sub-paragraph. (a) of section 2, plus the \$5.00 report card



Car Distribution Department Bulletin

- 3 -

charge, plus the \$10.00 per car co-operative advertising charge previously authorized by the master dealer, plus applicable charges (if any) as shown above in sub-paragraphs (5) and (c) of section 2 and below in sub-paragraph (c) of this section 3.

c) Distributor's charges to master dealers on any such car delivered to a master dealer out of Distributor's warehouse should not exceed \$10.00 to cover warehousing expense and \$3.50 to cover unloading and greasing expense. In addition a charge may be made for gasoline, oil and anti-freeze supplied with the car, not to exceed applicable maximum prices.

4. Volume discounts will be paid to distributors and master dealers on Model 58 Cab Pick-ups subject to the terms and conditions of sections 4 and 5 of Hudson's Car Distribution Department Bulletin CD-26, except that for Cab Pick-ups shipped or delivered from the factory on and after September 26, 1946 such volume discounts will be computed on a "Base Amount" of \$1126.00 and not on the list price.

5. Effective on Model 58 Cab Pick-ups shipped or delivered from the factory on and after September 25, 1946, Hudson will allow a credit or discount of 4% of the base amount of \$1125.00 for each new Hudson Cab Pick-up sold by Distributor at wholesale this wholesale allowance being subject to the terms and conditions contained in Section 11 of the Supplement to the current Hudson-Distributor Sales Agreement, which Supplement bears form #10972.

6. (a) The f.o.b. Detroit prices of optional equipment for Hudson Model 58 Cab Pick-ups shipped or delivered from the factory on and after September 25, 1946 are as shown below. Distributor's net prices to master dealers for such optional equipment, f.o.b. Detroit, should not exceed the amounts shown below in column (7):

(1)	(2)	(3)	(4)	(5)	(6)	(7)
Option Letter	Option Name	List Price of Option*	Net Price of Option to Distr.	Pro- vision for Federal Tax Expense	Combined Net Price to Dist. at Factory	Maximum Net Price to Master Dealers* (Not Incl. Tax)
C	Vacumotive Drive	\$38.07	\$27.41	\$1.37	\$28.78	\$28.93
E	Fender Lamps	15.09	10.56	.53	11.09	11.32
L	Drivemaster(All ex.R.H.D.)	79.05	58.50	2.93	61.43	60.33
O	Oil Bath Air Cleaner	3.12	2.18	.11	2.29	2.34
T	Overdrive	82.37	59.31	2.97	62.28	62.60
U	17" Wheel with Horn Oper. Ring	5.82	4.07	.20	4.27	4.37
X	Weathermaster	46.33	24.50	1.23	25.73	31.00

Number	CD-35
Date	10-3-46
Subject	3. Net Prices to Master Dealers (Cont'd)
	4. Volume Discounts
	5. Wholesale Discounts to Distributors
	6. Prices of Optional Equipment

6. Prices of Optional Equipment (Cont'd)

(1)	(2)	(3)	(4)	(5)	(6)	(7)
Option Letter	Option Name	List Price of Option*	Net Price of Option to Distr.	Pro- vision for Federal Tax Expense	Combined Net Price to Dist. at Factory	Maximum Net Price to Master Dealers* (Not Incl. Tax)
BB	Twin Air Horns	\$9.69	\$6.78	\$.34	\$7.12	\$7.27
HH	Comb.- Fuel & Vacuum Pump	6.92	4.85	.24	5.09	5.19
KK	Steering Wheel 13"	18.69	13.08	.65	13.73	14.01
WV	Rubber Seat Cushion Pad	3.31	5.82	.29	6.11	6.23
XX	Electric Clock	13.15	9.20	.46	9.66	9.86

* - In establishing retail prices and master dealer net prices, the "Provision for Federal Tax Expense" should be added to Columns (3) and (7) respectively.

(b) The list prices set forth above in column (3) of sub-paragraph (a) of this section 6 are the maximum prices which you and your dealers must use in determining (in accordance with Section 10 of MPR 610) the retail prices of optional equipment affixed to Model 53 Cab Pick-ups shipped or delivered from the factory on and after September 26, 1946.

(c) The Maximum Net Prices to Master Dealers as set forth above in column (7) of sub-paragraph (a) of this section 6 are the maximum prices which you must use in determining (in accordance with Section 10 of MPR 610) the prices for resale to your master dealers of optional equipment affixed to Model 53 Cab Pick-ups shipped or delivered from the factory on and after September 26, 1946.

7. Co-operative Advertising Charge

7. See. Note A in Section 2 above.

8. Prior Price Bulletins Superseded

8. This bulletin supersedes our previous price bulletins insofar as they pertain to 1946 model Hudson Cab Pick-ups.

9. OPA Order

9. We will send you copies of the applicable OPA orders as soon as we receive them from Washington.

10. Changes in Prices etc.

10. All prices, charges and discounts in this bulletin are subject to change as provided in the Supplement to your Hudson-Distributor Sales Agreement, which Supplement bears Form #10972.

Geo. H. Dow

GHD:ril

Manager
Car Distribution