

CONFIDENTIAL
E.R.I. PURCHASING AND DISCOUNT STRUCTURE

A&A Midwest	- Engine Cores & Replacement New Cylinder Heads & Crankshafts	- Call for quote
A & I Products	- All Products <i>*NOTE: Freight Pre-paid over \$350.00 U.S.\$ - LTL Pre-paid over \$1500.00 US\$</i>	- Dealer Net Less 10%*
ACL Distribution, Inc. <i>NOTE: Also refer to I.P.W.</i>	- A.C.L. Engine Bearings and Bushings <i>NOTE: Freight Pre-paid over \$1200.00 U.S.\$</i>	- Cdn. Jobber Less 35 % & 15%
ADP Distributors Inc	- Rotomaster New & Reman. Turbochargers - Rotomaster Turbocharger Repair Kits + Parts	- CDN NET P/L - CDN NET P/L
AFA Industries	- All Products <i>NOTE: Freight P.P. over \$1500 to US Border Point</i>	- List Price Less 40% <i>Invoiced in U.S. Funds</i>
Alliant Power	- All Products	- CDN Distributor Net
Allredi Blast and Abrasives Canada Inc.	- Glass Bead - Equipment & Related Products	- \$57.19/bag - Jobber Less 20%
Apex Automotive Parts Inc.	- Apex Gaskets	- REFER TO I.P.W.
ARP Automotive Racing Products	- Fasteners	- REFER TO I.P.W.
AutoLine Products Ltd.	- C-V Tools - Distributors, Carburetors - Air Throttle Bodies & Fuel Injectors - Brake Calipers - Power Steering Pumps, Gears - Rack & Pinion / CV Axles & Boot Kits - Water Pumps	- Jobber Less 20% - Jobber Less 25% - Jobber Less 25% - Jobber Less 30% - Jobber Less 33% - Jobber Less 35% - Jobber Less 40%
Big Red Oil Products Inc.	- CAM2 lubricants, anti-freeze & chemicals	- W.D. Net
Canbuilt Manufacturing	- Shop Equipment and Tools <i>Note: Minimum Order \$50.00</i>	- List Less 25%
(P) CCCN Inc.	- New Bare Cylinder Head Cstings, New Complete Cylinder Heads, Cylinder Blocks & Toyota Conrods	- Jobber Less 10%
Cloyes Gear & Products Inc	- Timing Components	- REFER TO I.P.W.
Cometic Gaskets	- Cometic Manifold and Head Gaskets	- REFER TO I.P.W.
CP-Carillo	- Racing Pistons & Carillo Rods	- US\$ W.D. 1 Net Price
C.R.C. Canada inc	- Entire Line <i>Note: \$200 minimum order. Case quantity Only. Freight Pre-paid over \$1500</i>	- Cdn W.D. Net
Dart Machinery Ltd.	- Cylinder Heads and Blocks	- REFER TO I.P.W.

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(P) Dayco Canada Corp	- Powerbond Products - Water Pumps - Automotive Rubber Products - Industrial Belts <i>Note: No pickups allowed, courier only. Freight Pre-paid over \$500 Net</i>	- REFER TO I.P.W. - Jobber Less 32% - Jobber Less 32% - List Less 81%
Diamond Racing Products Co.	- Racing Pistons	- US\$ Master W.D. Net
Diesel Services Group	- Reman Diesel Engines & External Components	- Cdn. W.D. Net
* (P) Dix Performance North Ltd.	- Performance Products	- Cdn. Whole Sale - Level 4
Dixie Electric Ltd.	- Light Duty (Automotive & Light Truck) - Heavy Duty (Non-Automotive)	- Trade Less 60% - Trade Less 40%
Docap Distribution Inc.	- Bondhus Hex Tools and Screwdrivers - Mayhew Steel Products, Lutz file handles - Bausch & Lomb Industrial Magnifiers - Docap Fasteners - Docap Catalog - P & N and Signal, Colel-Hersee - Permatex, Plews, Ken-Tool, Kwik Brandit - Milton, Thexton, Ideal Triton - Warn & Accessories - WOHN C.V. Axles, L9 Fasteners, Spray Nine - Garland mallets, Chrislynn Threaded Inserts - Sherwin Williams - Autotex Pink Wiper Blades <i>Note: Freight P.P. Over \$750 Net. Contact Docap order desk for exceptions to the prepaid freight</i>	- List Less 55% - List Less 50% - List Less 50% - List Less 47% - Lest Less 45% - List Less 45% - List Less 45% - List Less 45% - List Less 60% - List Less 40% - List Less 35% - List Less 25% - List Less 15%
Dura-Bond Corporation	- Camshaft Bearings & Valve Seats	- REFER TO I.P.W.
Edelbrock Group	- Hi Performance Engine Parts	- REFER TO I.P.W.
Egge Parts House	- Vintage Car Parts	- Distributor Net <i>Invoiced in U.S. Funds</i>
Elgin Industries <i>Note: Also refer to I.P.W.</i>	- All Products <i>Note: \$50 minimum per order. Drop Ship Fee of \$10 per shipment. Freight P.P. on orders over \$1700</i>	- Engine Factory Net <i>Invoiced in U.S. Funds</i>
Enginequest	- Engine Parts, Cores	- U.S. WD <i>Invoiced in U.S. Funds</i>
Excalibur Industrial Sales Inc.	- OG Thread Repair Kits and Inserts	- REFER TO I.P.W.
(P) Federal-Mogul Canada Ltd	- Sealed Power/Speed Pro Engine Parts (continued next page)	- Jobber Les 40% & 11%

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(P) Federal-Mogul Canada Ltd <i>Note: Also refer to I.P.W.</i>	- Fel-Pro Gasket	- Cdn. W.D. Net Less 10%
	- National Seals	- Cdn. W.D. Net
	- FP. Diesel H.D. Engine Parts	- REFER TO I.P.W.
	- Precision U-Joints	- Cdn. W.D. Net
	- Champion Assortments, Glow Plugs, Industrial Plugs & Tools	- Cdn. W.D. Net
	- Champion Auto & Marine Spark Plugs	- Cdn. W.D. Net Less 10%
Goodson Shop Suppliers	- Shop Suppliers, Radiac Abrasive	- PER Net
	- Sunnen Products	- Net <i>Invoiced in U.S. Funds</i>
(P) Guspro Inc	- Consumable items (no equipment) Sunnen, DCM, RMC, Goodson, Zero & AXE	- Jobber Net
Hastings MFg. Company <i>Note: Also refer to I.P.W.</i>	- Hastings Rings <i>Note: Drop Ship Fee of \$6.50 per shipment on orders shipped direct from Hastings</i>	- U.S. Jobber Less 35% <i>Invoiced in U.S. Funds</i>
(P) I.P.W. Inc.	<u>Please Refer to the notes on "I.P.W. NOTES" page.</u>	
(See Note 3)	- ACL Engine Bearings	- Cdn. Jobber Less 50%
(See Note 5)	- Apex Gaskets	- U.S. Jobber Less 40%
(See Note 4)	- ARP Fasteners	- U.S. W.D. Less 23.3%
(See Note 10)	- Cloyes Timing Components	- U.S. W.D. Net
(See Note 4)	- Cometic Gaskets	- U.S. W.D. Net
	- Dart Machinery Ltd.	- U.S. W.D. Net
	- Dayco Canada Powerbond Products	- Cdn. Jobber Less 32%
	- Dura-Bond Bearings, Tools, Valve Seats & Finishing Kits	- E.R.I. Cdn. Net P/L
(See Note 4)	- Edelbrock Group - Comp, Edelbrock, Lunati, Russell, Fast	- U.S. W.D. Net
(See Note 12)	- Elgin Products	- U.S. Engine Factory Net
*	- Excalibur Industrial Sales - Thread Repair Kits	- Canadian List Less 50%
	- Felpro Gaskets	- Cdn. W.D. Less 10%
	- FP Diesel - Heavy Duty Engine Parts	- Refer to Note 1
(See Note 9)	- Hastings Special Net Part Numbers	- E.R.I. Cdn. Net P/L
	- Hastings Piston Rings (not on Special Net P/L)	- U.S. Jobber Less 35%
	- Hastings Plastigage	- U.S. Jobber Less 24%
	- Heli-Coil & Drill Out Products	- Cdn. Jobber Less 22%
(See Note 7)	- ICON Performance Pistons & Kits	- U.S. Special Net P/L
(See Note 7)	- Keith Black Performance Pistons & Kits	- U.S. Special Net P/L
(See Note 3)	- King Engine Bearings	- U.S. Jobber Less 60%
(See Note 4)	- Lucas Oil Lubricants & Chemicals	- U.S. W.D. Net
(See Note 8)	- Mahle Aftermarket Products	- U.S. Net P/L
(See Note 11)	- Manley Performance Products	- U.S. Special Net P/L
(See Note 6)	- Melling Automotive	- Special Net or U.S. Jobber Less 35%
	- Merithian Products	- Cdn. Jobber Less 30%
	- Permatex Chemicals & Sealants	- Cdn. Jobber Less 25%
(See Note 13)	- PRW Power Inc	- U.S. MWD Net P/L
(See Note 13)	- P1 Manufacturing	- U.S. MWD Net P/L
(See Note 3)	- Qual Cast & Qual Fast Products	- U.S. HDS Net P/L
(See Note 2)	- Silver Seal Products	- U.S. W.D. Net
(See Note 3)	- Scat Enterprises - Rotating Assemblies	- U.S. Jobber Less 22%
	- Scat Enterprises - All Other Products	- U.S. Jobber Less 29%
(See Note 7)	- Seymour of Sycamore - Paints	- U.S. Special Net P/L
	- Sealed Power & Speed Pro Engine Parts	- Cdn. Jobber Less 40% & 6%
(See Note 7)	- Silvolite Pistons & Kits	- U.S. Special Net P/L
	- Valve Train Industries - Rebuilt Lifters, Rocker Arms and Tooling	- Cdn. Jobber Less 25%
	- Valve Train Industries - Guide Liners	- Cdn. Jobber Less 40%

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(P) I.P.W. Inc.

- NOTE:** Effective May 1 2025, all orders subject to a 6.0% warehouse charge.
- * Minimum Order \$25
 - * No Returns Accepted.
 - * Orders that qualify for pre-paid freight containing lubricants (oil) will be shipped in two segments. The non-lubricant portion of the order will be shipped 100% freight pre-paid. The lubricant portion of the order will be shipped with 50% of the freight pre-paid.
 - * Freight pre-paid on orders placed by phone, fax, or email over \$1050 - shipped ground via carrier of our choice.
 - * Freight pre-paid on orders place via I.P.W.'s online system over \$850 - shipped ground via carrier of our choice.
 - * Each member will be limited to a maximum of 3 freight pre-paid orders per week.
 - * NOTE: Due to courier pickup schedules, orders for same day shipping or pickup must be received by 3:30 p.m. local time in Moncton, Stouffville, Winnipeg, Edmonton and Delta.
 - * Stock orders more than 15 line-items must be ordered before 11:00 a.m. for same day shipping.
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- NOTE 1:** FP Diesel Products refer to I.P.W. Cdn. Special Net Price List. Caterpillar Gaskets priced at Cdn. Jobber Less 43% All other FP Diesel items Cdn. Jobber Less 30%.
- NOTE 2:** Silver Seal Products priced at U.S. W.D. x 1.47 to include Exchange & Brokerage.
- NOTE 3:** Apex Automobile Parts, King Engine Bearings, Qual Cast Products and Scat Engine Parts priced at U.S. Jobber less discount or U.S. Net Price List x 1.47 to include Exchange & Brokerage.
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- NOTE 4:** Lucas Oil, Cloyes, Edelbrock Group and Dart Machinery priced at U.S. W.D. Net x 1.47 to include Exchange & Brokerage. Dart Cylinder Heads ship pre-paid from I.P.W. warehouses, and Dart Blocks - 1/2 pre-paid.
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- NOTE 5:** ARP Fasteners priced at U.S. W.D. less discount x 1.47 to include Exchange & Brokerage.
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- NOTE 6:** Melling products available at I.P.W. - refer to Cdn. Special Net Price List. All other items priced at U.S. Jobber Less 35% x 1.47 to include Exchange & Brokerage.
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- NOTE 7:** Silvolite, ICON, and Keith Black Pistons & Kits, as well as Seymour Paints priced at U.S. Special Net x 1.47 to include Exchange & Brokerage.
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- NOTE 8:** Mahle Aftermarket products priced at U.S. Net Price List x 1.47 to include Exchange & Brokerage.
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- NOTE 9:** Hastings Special Net part number - refer to I.P.W. Special Net Cdn. Price List. All other Hastings rings priced at U.S. Jobber Less 35% x 1.47 to include Exchange & Brokerage.
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- NOTE 10:** Cometic Gaskets price at U.S. W.D. x 1.47 to include Exchange & Brokerage. All products are special order only.
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- NOTE 11:** Manley Performane Products priced at U.S. Net x 1.47 to include Exchange & Brokerage.
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- NOTE 12:** Elgin Products priced at U.S. Engine Factory Net x 1.47 to include Exchange & Brokerage.
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- NOTE 13:** PRW Power Inc. and P1 Fasteners priced at U.S. Master W.D. x 1.47 to include Exchange & Brokerage.

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Inroble International Inc.	- Brake Drums & Rotors - Disc Brake Pads - Wheel Hub Bearings	- Jobber Less 30% - Jobber Less 30% - Jobber Less 30%
Ironite Products Inc	- Ironite products - Kwik-Way & Van Norman parts <i>Note: Invoiced in U.S. funds when shipped from Cedar Rapids, IA</i>	- Jobber Less 25% - Jobber Less 25%
ITW Permatex Canada	- Chemicals and Sealants	- REFER TO I.P.W.
(P) Kent Automotive Inc.	- Maintenance and Repair Products	- CDN Net / Online P/L
Karbelt	- Performance Products	- As per Karbelt P/L
Keystone Automotive Operations of Canada	- Performance Products <i>* Note: Keystone Truck Delivery where possible - \$22.90 net. Additional \$5 fee on orders under \$99.</i>	- As Per Keystone P/L
King-O-Matic Industries	- Electrical Components, C.V. Axles, Flex Plates, Std. Transmission Rebuild Kits, Std. Transmission Reman Units, Reman Transfer Case Units, Torque Converters, Differential Parts, LUK & VALEO Clutch Kits, Rear Axle Shafts & Kits	- Jobber Net
(P) LKQ	- Remanufactured Cylinder Heads <i>Note: Delivery Truck in Local Areas / Outside local areas - shipped by courier of your choice and reimbursed up to \$30 eachway</i>	- MSRP Less 10%
Lou Boudrias Ltée	- ACL Bearings - Elgin Products - Victor 95 Series Gaskets - Clevite Bearings - Silvolite Pistons & Hastings Piston Rings - Victor Reinz Gaskets - Felpro Gaskets - Seymour Paints <i>Note: Returns accepted up to 30 days. Special Orders subject to Restocking Fee</i>	- Jobber Less 45% - Jobber Less 35% - Jobber Less 35% - Jobber Less 35% - Jobber Less 30% - Jobber Less 25% - Jobber Less 20% - Jobber Less 15%
Lucas Oil Products Inc.	- Lubricants & Chemicals	- REFER TO I.P.W.
(P) Mahle Aftermarket Inc. <i>Note: Also refer to I.P.W.</i>	- Mahle Aftermarket Products <i>Note: Freight Prepaid over \$1950 U.S. Note: Drop Ship orders \$9.95 Handling Fee</i>	- U.S. Net P/L <i>Invoiced in U.S. Funds</i>
Mahle Motorsports	- Performance Products <i>Note: Freight Prepaid over \$1500 U.S.</i>	- W.D. Net <i>Invoiced in U.S. Funds</i>

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Manley Performance Products	- Performance Valves, Titanium Valves, Performance Valve Train, Pro Series Pistons, Connecting Rods, Cranks, Misc. Tooling	- REFER TO I.P.W.
Maxiforce Inc.	- Diesel Engine Parts <i>Note: Freight Prepaid over \$2000 U.S. for Ground Shipments Freight Prepaid over \$4000 U.S. for Truck Shipments - no tailgate or special services included.</i>	- Export Price List Less 50% Invoiced in U.S. Funds
Melling Automotive Products <i>Also refer to I.P.W.</i>	<i>Note:</i> - All Products <i>Note: Freight Prepaid over \$1750 US\$ on Drop-ship Orders. Handling Fee of \$6.95 added to drop-ship orders that do not qualify for pre-paid freight.</i>	- U.S. Jobber Less 35% or Special U.S. Net Invoiced in U.S. Funds
Merithian Products	- Lighting & Electrical Products - Black & Decker Automotive Products	- REFER TO I.P.W. - B&D Net
Motor State Distributing	- Performance Products	- As per Motor State P/L Invoiced in U.S. Funds
National Exhaust Systems Inc.	- All Products <i>Note: Freight Prepaid over \$150 - Ontario Only. Freight Allowance - 10% Disc on Invoices Outside Ontario</i>	- Per National Exhaust Buying Group Discount Schedule
Nemac Distributing Ltd.	- British Car Parts	- Nemac Engine Rebuilder P/L
Nova Automotive	- H.G.E. Marine Products	- List Less 48%
Ottawa Clutch	- OEM Automotive & Heavy Duty Clutch Kits - Bully Performance Clutch Kits - Agricultural, Industrial, Obsolete or Rare Rebuilt Clutches & Brake Relining	- W.D. Net - Jobber Less 20% - Priced by labour & parts
PAI Canada Inc.	- Heavy Duty Engine Parts for Caterpillar, Cummins, Detroit Diesel, Mack and Volvo engines <i>Note: Prepaid freight over \$2000</i>	- Stocking Distributor Net
PRW Power Inc.	- Performance Auto Parts <i>Note: Prepaid freight over \$3500 US\$</i>	- U.S. Master WD Net
P1 Manufacturing	- Performance Fasteners	- U.S. Master WD Net

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H. Paulin & Co. Ltd	- Hardware Products & Displays <i>Note: Minimum Order \$50. Freight prepaid on orders over \$850</i> <i>(NL, YT, & Vancouver Island ppd freight on orders over \$1000)</i>	- Cdn. Net P/L
Precision Auto Parts	- Engine & Chassis Parts for Audi, BMW, VW, Mercedes and Porche	- List Less 58%
QualCast, LLC	- QualCast & QuaFast Products	- REFER TO I.P.W.
Quick-Cable Canada Ltd.	- Wire & Cable Products - Auto Meter, Rescue Chargers <i>* Note: Min Order \$250 or \$10 Surcharge on Smaller Orders</i>	- Jobber
Race Winning Brands Canada Inc.	- Wiseco, JE, Diamond and SRP Pistons - Dart & Manley Products - K1 Crankshafts & Connecting Rods - Motorcycle & Snowmobile Pistons - Personal Watercraft Pistons - Outboard Marine Pistons - Cometic Gaskets <i>Note: Minimum Order is \$75</i> <i>Price Lists in U.S. Funds unless otherwise indicated. Exchange Rate calculated by Wiseco at time of sale.</i>	- W.D. Net - W.D. Net - W.D. Net - List Less 35% - List Less 40% - List Less 35% - Canadian W.D. Net
Reliance Power Parts	- Agricultural & Industrial Engine Parts & Kits	- Special Net P/L <i>Invoices in U.S. Funds</i>
Ross Racing Pistons Inc.	- Pistons, Piston Pins, Piston Rings & Retainer	- U.S. W.D. Net <i>Invoices in U.S. Funds</i>
(P) S.B. International Inc.	- All Products - K-Line Guide Liners - 50 Piece per Item Orders - Cdn. H.D. Special Bulk Program <i>* Note: Freight Prepaid on Orders Over \$2000 US\$. Min order fee \$25 US\$ from Nashville</i>	- Cdn. Jobber Less 30% - Cdn. Jobber Less 30% - Cdn. Jobber Less 30% and 5% - Cdn. Special Net P/L
Safety Auto Parts Corp.	- All Products	- Cdn Jobber Less 40% & 10%
Scat Enterprises	- Crankshafts, Connecting Rods, Rotating Assemblies	- REFER TO I.P.W.
Seymour of Sycamore Inc.	- Paints	- REFER TO I.P.W.
Sherwin Williams Canada Inc.	- DupliColor, Krylon an Purdy Products - Kylon Industrial <i>Note: Minimum Order \$250 Net. Contact local sales rep of prepaid freight</i>	- Cdn. Jobber Less 30% - Cdn. Net Price

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Shinn Fu Canada	- Omega Lift Equipment, Hein Werner & Proto- Power Products <i>Note: Freight Prepaid Over \$2000</i>	- Level 3 Price
Silver Seal Products <i>Note: Also refer to I.P.W.</i>	- Shop Supplies, Valve Shims, Microsleeve, Engine & Head Bags, Timing Covers	- U.S. W.D. Net <i>Invoiced in U.S. Funds</i>
Spectra Premium Industries	- All Products <i>Freight Prepaid on orders \$1500 or more from a single Spectra warehouse.</i>	- Cdn. Net Price
Stanley Engineered Fastening	- Helciol Thread Inserts & Repair Kits	- REFER TO I.P.W.
Top Line Automotive Engineering	- Improt Vehicle Parts <i>Note: Orders exceeding \$2500 (Excluding Lifters)</i>	- Cdn. Net Price - Cdn. Net Price Less 15%
Total Seal Inc.	- Piston Rings and Tools <i>Note: \$5.42 US Drop Ship Charge applied to invoices.</i>	- U.S. W.D. Net <i>Invoiced in U.S. Funds</i>
Trend Performance	- Performance Valve Train Products	- Master W.D. Net <i>Invoiced in U.S. Funds</i>
United Engine & Machine Co. <i>Note: Also refer to I.P.W.</i>	- Silvolite, Keith Black, ICON, and Dualoy Pistons	- U.S. Special Net P/L <i>Invoiced in U.S. Funds</i>
Valve Train Industries Ltd.	- Valve Guide Liners - Remanufacture Lifters, Rocker Arms, and Crankshaft Repair Sleeves and Tooling	- Jobber Less 40% - Jobber Less 25%
Wakefield Canada Inc.	- Castrol Lubricating Products and Honing Oil <i>Note: Freight Prepaid on 180 litres - Product can be mixed.</i>	- Cdn. Net Price File
WHD Distribution	- Weatherhead Products <i>Freight Prepaid on hose & ends over \$2500 or Brass & Steel adapters over \$1000.</i>	- Cdn. Distributor Net
Winnipeg Engine Rebuilding	- Rebuilt Lt. Duty Gas & Diesel Truck Engines <i>Note: Freight Prepaid 50% up to \$500 (includes shipping & core return - arranged by vendor)</i>	- Cdn. WD Less 15%
Wolf Engine Products, Inc.	- Forklift & Industrial Engine Parts <i>Note: \$10 Handling Fee on Orders less than \$200.</i>	- U.S. Special Net P/L <i>Invoiced in U.S. Funds</i>
Würth Canda Inc.	- All Products	- Cdn. Net Price
* Xotic Performance	- All Products <i>Note: Orders over \$100 freight prepaid</i>	- Cdn. MAP Less 35%

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