



September 1, 1986
Supersedes UDS 41-001 page 1,
Dated May 1, 1984
(Refer to Selling Policy 50-000)
Mailed to: E, D, C/41-001

Protective Relays

Price References, Discounts, Commissions, and Multipliers

Use With	Apparatus	User Discount		Manufacturer Discount
		Discount	Multiplier	
		① Effective November 1, 1980		
PL 41-020	All Apparatus	① 0%	① 1.00	See Schedule 41-004

Standard Conditions of Sale

Prices

Prices and discounts are subject to change without notice.

Computing Final Net Prices: Compute net price for each unit, drop the mills, and multiply by the number of units.

Field Service: Prices quoted do not include engineering supervision of installation, or field adjustment of apparatus. Field engineering service of this character can be supplied at a per diem rate, plus traveling and living expenses.

Price Policy

Effective May 1, 1982

Price in effect at time of shipment. However, if a price increase becomes effective after the date of the order, it will not apply to items shipped within 6 months from the date of order.

For those items that do not have a price in PEG-120 or for orders that were entered on a quoted basis, the escalation shall be predicated on the announced percentage increase to the nearest \$.25.

Terms of Payment

Clause A of Selling Policy 50-000 applies.

① Minimum Billing

The minimum billing charges shall be \$250.00 plus transportation charges as indicated under "Delivery", SP 50-000.

Drawings and Instruction Books

When requested, up to 6 copies of outline drawings, wiring diagrams, and/or instruction leaflets will be supplied without charge.

Special drawing or instruction book requirements should be negotiated.

Special Tests and/or Test Reports

When the requirements include any special witness or other tests, certified test reports,

or other special routines, prices are normally higher than the standard listed prices, and these requirements must be specifically negotiated.

② Return Material Policy for return of Complete Component Apparatus

(1) This policy applies only to Complete Component Apparatus of the Relay and Telecommunications Division.

(2) Detailed procedure for handling returned materials, as indicated in The Corporate Sales Manual, Section 23.000 Page 1, and as detailed in The General Order Manual, Sections 30 (Domestic) and 27 (International) must be followed. As part of this procedure, authorization for return must be obtained from Westinghouse.

(3) Authorization will only be granted on the basis of the following conditions and charges:

A. Request for return must be dated no later than one (1) year after the date that the Westinghouse Relay and Telecommunications Division shipped the product.

B. Enter wired AMS general order on suffix "NR" (Form 24545 will not be accepted). Order must include charge to, ship to, item number, quantity, style number, etc. Unit price must show as "No Charge". For further details refer to AMS Manual Div. 1, Sect. D27.

C. Product must be returned within not more than thirty (30) days after the date of the authorization.

Charges If Received In Good Condition

Percent of List Price	① Minimum Charge Per Transaction
25%②	\$150.00
40%③	\$150.00

Note: These charges cover receiving, inspection, quality assurance, test, calibration and restocking.

③ Return of Non-Stock Styles – Authorization for styles which are not stocked may be granted on the basis of conditions stated in (2) above at the discretion of the Relay and Telecommunications Division. If authorization is granted, charges will be 60% of list price or a minimum charge of \$250.00.

Classes of Purchasers

Class	Discount Schedule
User: All purchasers except those otherwise classified.	41-001
Manufacturer: This class includes power switchboard manufacturers who incorporate this apparatus in their product for resale. This discount is authorized by Westinghouse with Headquarters approval and execution of Form 7119.	41-004

① Changed since previous issue.

② See Discount and Multiplier above for effective date.
③ If authorized for stock and returned in original sealed carton.

④ If authorized for stock but original carton has been opened.



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Protective Relays

Price References, Discounts, Commissions, and Multipliers

Use With	Apparatus	User Discount		Manufacturer Discount	Distributor Discount
		Discount	Multiplier		
		● Effective September 1, 1988			
PL 41-020	All Apparatus	①0%	①1.00	See Schedule 41-004	See Schedule 41-006

Standard Conditions of Sale Prices

Prices and discounts are subject to change without notice.

Computing Final Net Prices: Compute net price for each unit, drop the mills, and multiply by the number of units.

Field Service: Prices quoted do not include engineering supervision of installation, or field adjustment of apparatus. Field engineering service of this character can be supplied at a per diem rate, plus traveling and living expenses.

Price Policy Effective September 1, 1988

Price in effect at time of shipment. However, if a price increase becomes effective after the date of the order, it will not apply to items shipped within 6 months from the date of order.

Terms of Payment

Clause A of Selling Policy 50-000 applies.

● Minimum Billing

The minimum billing charges shall be **\$150.00** plus transportation charges as indicated under "Delivery", SP 50-000.

Drawings and Instruction Books

When requested, up to 6 copies of outline drawings, wiring diagrams, and/or instruction leaflets will be supplied without charge.

Special drawing or instruction book requirements should be negotiated.

Special Tests and/or Test Reports

When the requirements include any special witness or other tests, certified test reports, or other special routines, prices are normally higher than the standard listed prices, and these requirements must be specifically negotiated.

● Return Material Policy for return of Complete Component Apparatus

(1) This policy applies only to Complete Component Apparatus of the Relay and Telecommunications Division.

(2) Detailed procedure for handling returned materials, as indicated in The Corporate Sales Manual, Section 23.000 Page 1, and as detailed in The General Order Manual, Sections 30 (Domestic) and 27 (International) must be followed. As part of this procedure, authorization for return **must** be obtained from Westinghouse, Relay and Telecommunications Division Total Quality Department.

(3) Authorization **will** only be granted on the basis of the following conditions and charges:

A. Request for return **must** be dated no later than one (1) year after the date that the Westinghouse Relay and Telecommunications Division shipped the product.

B. Enter wired AMS general order on suffix "NR" (Form 24545 will not be accepted). Order must include charge to, ship to, item number, quantity, style number, etc. Unit price must show as "No Charge". For further details refer to AMS Manual Div. 1, Sect. D27.

C. Product **must** be returned within not more than thirty (30) days after the date of the authorization. If not, order is subject to cancellation.

D. Requests for return of large quantities of normally stock relays, ordered incorrectly, may be granted under special terms. (Negotiate)

Charges If Received In Good Condition

Percent of List Price	Minimum Charge Per Transaction
25%②	\$150.00
40%③	\$150.00

Note: These charges cover receiving, inspection, quality assurance, test, calibration and restocking.

● Return of Non-Stock Styles – Authorization for styles which are not stocked will not be granted.

Any deviation from this policy must be negotiated and approved by Relay and Telecommunications Division, Total Quality Department.

Classes of Purchasers

Class	Discount Schedule
User: All purchasers except those otherwise classified.	41-001

Manufacturer: This class includes power switchboard manufacturers who incorporate their apparatus in their product for resale. This discount is authorized by Westinghouse with Headquarters approval and execution of Form 7119. 41-004

Full Service Distributors and Advanced Systems Full Service Distributors: 41-006

Relays returned directly to Relay and Telecommunications Division Coral Springs, from the customer without authorization will be sent back to customer C.O.D.

● Changed since previous issue.

① See Discount and Multiplier above for effective date.

② If authorized for stock and returned in original sealed carton.

③ If authorized for stock but original carton has been opened.