



Automation Division
Programmable Controller Department
Pittsburgh, Pennsylvania, U.S.A. 15238

February 29, 1988
Supersedes Distributor Discount Schedule
7008, pages 1-2, dated January 16, 1988.
Discounts subject to change without notice.
(Refer to Selling Policy 7000, pages 3-8.)
Mailed to: E, D/7008

Motor Control

Resale Prices are Suggested Only.
For complete list of Westinghouse products
that are handled through distribution out-
lets, refer to Selling Policy 50.

Prices and discounts are subject to change
without notice. For standard terms and con-
ditions of sale, refer to Selling Policy 7000,
pages 3-8.

Discounts and Multipliers

Publication Reference	Apparatus	Disc. Symbol	Effective Date	Product Class ①	Price Policy Clause ②	Purchase for Use Class ③				
						Class 1	Class 2	Class 3	Class 4	Class 8
						Suggested Resale Multiplier on List				Net Mult.
						Mult.	Mult.	Mult.	Mult.	
CS 9220	Autotransformers	C10-S8	(2/29/88)ⓐ	1	2	1.097ⓐ	.940ⓐ	.940ⓐ	.780ⓐ	.671ⓐ
CS 8250	Coils, Westinghouse IEC	C20-6	(2/29/88)ⓐ	1	2	.984ⓐ	.842ⓐ	.842ⓐ	.702ⓐ	.605ⓐ
CS 8220	Combination Starters, AC Full Voltage	C10-S3	(2/11/87)	1	2	.984ⓐ	.842ⓐ	.842ⓐ	.702ⓐ	.605ⓐ
CS 8220	Contactors, AC Full Voltage	C10-S1	(2/29/88)ⓐ	1	2	.984ⓐ	.842ⓐ	.842ⓐ	.702ⓐ	.605ⓐ
CS 16-220	Contactors, DC (sizes 0-9)	C10-S11	(2/29/88)ⓐ	1	2	1.265ⓐ	1.122ⓐ	1.122ⓐ	.920ⓐ	.827ⓐ
CS 16-220	Contactors, DC Type DPM and DPR	C10-S11	(2/29/88)ⓐ	1	2	1.265ⓐ	1.122ⓐ	1.122ⓐ	.920ⓐ	.827ⓐ
CS 8220	Contactors, Heavy Duty, Special Purpose	C10-S17	(2/29/88)ⓐ	1	2	1.044ⓐ	.895ⓐ	.895ⓐ	.743ⓐ	.639ⓐ
CS 8420	Contactors, Vacuum	C10-V1	(2/29/88)ⓐ	1	2	.984ⓐ	.842ⓐ	.842ⓐ	.702ⓐ	.605ⓐ
CS 8250	Contactors, Westinghouse IEC	C20-1	(2/29/88)ⓐ	1	2	.937ⓐ	.802ⓐ	.802ⓐ	.668ⓐ	.576ⓐ
Cat 25-000ⓐ	Ground Fault Protection	C10-G21	(2/29/88)ⓐ	1	2	.984ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
CS 16-922	Fuse Holdersⓑ③ Number of PolesⒸ 1 to 1500 1501 to 4500 4501 to 9900 9901 and up	C10-S15	(2/29/88)ⓐ	1	2					
			(2/29/88)ⓐ			.984ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.576ⓐ
			(2/29/88)ⓐ			...	...	...	.551ⓐ	.416ⓐ
			(2/29/88)ⓐ			...	...	...	.426ⓐ	.346ⓐ
			(2/29/88)ⓐ			...	...	...		Refer to Electrical Components DivisionⒹ
CS 8220	Heaters, Type A, B	C10-S1	(2/29/88)ⓐ	1	2	.984ⓐ	.842ⓐ	.842ⓐ	.702ⓐ	.605ⓐ
PL 8174	IQ1000, IQ2000	C10-S24	(2/29/88)ⓐ	1	2	.899ⓐ	.769ⓐ	.769ⓐ	.666ⓐ	.576ⓐ
PL 8174	IQ Data Plus	C10-S25	(2/29/88)ⓐ	1	2	.899ⓐ	.769ⓐ	.769ⓐ	.666ⓐ	.576ⓐ
PL 8174	INCOM Components	C10-S26	(2/29/88)ⓐ	1	2	.899ⓐ	.769ⓐ	.769ⓐ	.666ⓐ	.576ⓐ
PL 15-321	Limit Switches	C10-G7	(2/29/88)ⓐ	1	2	1.469ⓐ	1.330ⓐ	1.330ⓐ	1.147ⓐ	1.010ⓐ
CS 8130	Limit Switches, Oil-tite	C10-S6	(2/29/88)ⓐ	1	2	.944ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
CS 8120	Manual, AC Motor Control	C10-S1	(2/29/88)ⓐ	1	2	.984ⓐ	.842ⓐ	.842ⓐ	.702ⓐ	.605ⓐ
PL 15-421	Master Switches	C10-G8	(2/29/88)ⓐ	1	2	1.720ⓐ	1.532ⓐ	1.532ⓐ	1.285ⓐ	1.143ⓐ
CS 8220	Modifications, Factory	C10-S5	(2/29/88)ⓐ	1	2	.944ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
	Modification Kits and Accessories	C10-S5	(2/29/88)ⓐ	1	2	.944ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
PL 16-361	Numa-Logic 300 Series Solid State Controls	C10-S22	(2/11/87)	2	2	1.10	1.10	1.10	1.00	.900
PL 8910	Series 2100 Control Centers - Fayetteville	C31-C5	(2/29/88)ⓐ	2	1	.870ⓐ	.870ⓐ	.870ⓐ	.870ⓐ	.752ⓐ
RPPL 8991	Renewal Parts	C31-C7	(2/29/88)ⓐ	2	2	.828ⓐ	.828ⓐ	.828ⓐ	.828ⓐ	.716ⓐ
PL 8910	Units Only, 11-300	C31-C3	(2/29/88)ⓐ	2	2	.828ⓐ	.828ⓐ	.828ⓐ	.828ⓐ	.716ⓐ
PL 8910	Units Only, Type W	C31-C2	(2/29/88)ⓐ	2	2	.828ⓐ	.828ⓐ	.828ⓐ	.828ⓐ	.716ⓐ
PL 8910	Units Only, Five Star	C31-C6	(2/29/88)ⓐ	2	2	.828ⓐ	.828ⓐ	.828ⓐ	.828ⓐ	.716ⓐ
PL 8910	Units Only, Series 2100	C31-C6	(2/29/88)ⓐ	2	2	.828ⓐ	.828ⓐ	.828ⓐ	.828ⓐ	.716ⓐ
PL 8911	Series 2100 Control Centers - Service Centers	C31-C4	(2/29/88)ⓐ	2	1	1.026ⓐ	1.026ⓐ	1.026ⓐ	1.026ⓐ	.887ⓐ
RPPL 8991	Renewal Parts	C31-C8	(2/29/88)ⓐ	2	2	.870ⓐ	.870ⓐ	.870ⓐ	.870ⓐ	.752ⓐ
PL 8910	Units Only, Five Star	C31-C9	(2/29/88)ⓐ	2	2	.870ⓐ	.870ⓐ	.870ⓐ	.870ⓐ	.752ⓐ
PL 8910	Units Only, Series 2100	C31-C9	(2/29/88)ⓐ	2	2	.870ⓐ	.870ⓐ	.870ⓐ	.870ⓐ	.752ⓐ
CS 8220	Overload Relay, MOR Motor Protection System	C10-S19	(2/29/88)ⓐ	1	2	.984ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
CS 8250	Overload Relay, Westinghouse IEC	C20-3	(2/29/88)ⓐ	1	2	.937ⓐ	.802ⓐ	.802ⓐ	.668ⓐ	.576ⓐ
CS 17-520	Pump Control Panels	C10-S16	(2/29/88)ⓐ	1	2	.984ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
CS 17-520	Pump Control Panels, Multi-mode	C10-S18	(2/29/88)ⓐ	1	2	.984ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
CS 8113ⓐ	Pushbutton Stations, SD Standard Duty	C10-S6	(2/29/88)ⓐ	1	2	.984ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
Cat 25-000ⓐ	Pushbuttons, Oil-tite PB1	C10-S6ⓐ	(2/29/88)ⓐ	1	2	.984ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
Cat 25-000ⓐ	Pushbuttons, Oil-tite PB2	C10-S6ⓐ	(2/29/88)ⓐ	1	2	.984ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
CS 8112	Pushbuttons, Oil-tite PB3ⓑ	C10-S6	(2/29/88)ⓐ	1	2	.984ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
PL 16-325	Relays, Dc Industrial	C10-G12	(2/29/88)ⓐ	1	2	1.494ⓐ	1.229ⓐ	1.229ⓐ	1.063ⓐ	.918ⓐ
CS 8250	Relays, Control									
	Westinghouse IEC	C20-2	(2/29/88)ⓐ	1	2	.937ⓐ	.769ⓐ	.769ⓐ	.668ⓐ	.576ⓐ
CS 16-321	Relays, Industrial Control	C10-S12	(2/29/88)ⓐ	1	2	.944ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ
PL 16-326	Relays, Phase Voltage	C10-G21	(2/29/88)ⓐ	1	2	.944ⓐ	.808ⓐ	.808ⓐ	.702ⓐ	.605ⓐ

ⓐ Changed or added since previous issue.
① Refer to Selling Policy 7000, pages 3-8, for definitions.
② Quantity discounts apply only when ordering qualifying quantity of exact same Catalog Numbered item.
③ See Minimum Order Quantity requirements, page 2.



Motor Control

Discounts and Multipliers

Publication Reference	Apparatus	Disc. Symbol	Effective Date	Product Class ①	Price Policy Clause ①	Purchase for Use Class ①				
						Class 1	Class 2	Class 3	Class 4	Class 8
						Suggested Resale Multiplier on List				Net Mult.
Mult.	Mult.	Mult.	Mult.	Mult.						
CS 8160	Relays, General Purpose, Plug-in Quantity ② 1-50 51-100 101-250 251-500 501-1000 1001 and up	C10-S23	(2/29/88) ③	1	2	.985 ④	.843 ④	.843 ④	.702 ④	.605 ④
.....						.885 ④	.757 ④	.757 ④	.630 ④	.543 ④
						.740 ④	.633 ④	.633 ④	.527 ④	.454 ④
						.689 ④	.589 ④	.589 ④	.490 ④	.422 ④
						.641 ④	.548 ④	.548 ④	.456 ④	.393 ④
						.544 ④	.465 ④	.465 ④	.387 ④	.333 ④
RPPL 11-155	Renewal Parts Renewal Parts	C10-R1 C10-R2	(2/29/88) ③ (1/16/88)	1 2	2 2	See your local Westinghouse Distr. See your local Westinghouse Distr.				.674 ④ .462
PL 8321	Resistors, Grounding, Load, Banks, Special Resistors	C52	(1/16/88)	2	2	.897	.897	.897	.821	.785
PL 8322	Resistors, Industrial	C10-G15	(1/16/88)	2	2	.735	.657	.657	.565	.500
PL 8320	Resistors, Motor	C10-G14	(1/16/88)	2	2	.735	.657	.657	.565	.500
PL 8330	Rheostats, LK and LR	C10-G16	(1/16/88)	2	2	1.31	1.31	1.02	1.02	.920
Solid State Motor Control										
CS 8620	Power Miser 2 Control	C12-V1	(3/7/86)	1	2	1.100	.810	.730	.680	③
CS 8650	Vectrol ES Solid State Starter	C12-V2	(3/7/86)	1	2	1.100	.810	.730	.680	③
CS 8220	Starters, Ac Full Voltage Magnetic	C10-S1 ④	(2/29/88) ③	1	2	.984 ④	.842 ④	.842 ④	.702 ④	.605 ④
CS 8220	Starters, Ac Full Voltage for Hazardous Locations	C10-S4	(2/11/87)	1	2	1.160 ④	.994 ④	.994 ④	.828 ④	.714 ④
CS 8220	Starters, Specific Purpose	C10-S17	(2/29/88) ③	1	2	1.044 ④	.895 ④	.895 ④	.743 ④	.639 ④
PL 8810	Starters, High Voltage: Through 1500 HP at 2400 Volts, Through 2500 HP at 4800 Volts.	C16	(1/16/88)	2	1	.869	.749	.749	.710	.660
CS 8220	Starter, Multi-Pak	C10-S3	(2/11/87)	1	2	.984 ④	.842 ④	.842 ④	.702 ④	.605 ④
CS 9220	Starters, Reduced Voltage, Magnetic	C10-S8	(2/11/87)	1	2	.984 ④	.842 ④	.842 ④	.702 ④	.605 ④
CS 9220	Starters, Reduced Voltage, Manual	C10-S2	(2/11/87)	1	2	1.160 ④	.994 ④	.994 ④	.828 ④	.714 ④
PL 10-220	Starters, Wound Rotor, Magnetic	C10-G4	(1/16/88)	2	1	.928	.802	.802	.688	.596
PL 10-120	Synchronous Control, Low Voltage	C30	(1/16/88)	2	1	1.00	.895	.895	.802	.769
SG 8600	Tech. Assistance Solid State Starter	C85	(2/7/86)	2	2	1.0	1.0	1.0	1.0	.90
SG 8700	Tech. Assistance Accutrol	C85	(2/7/86)	2	2	1.0	1.0	1.0	1.0	.90
SG 11-000	Tech. Assistance AMPGARD	C85	(2/7/86)	2	2	1.0	1.0	1.0	1.0	.90
SG 12-000	Tech. Assistance MCC	C85	(2/7/86)	2	2	1.0	1.0	1.0	1.0	.90
CS 16-921	Terminal Blocks, Modular Number of Circuits ② 1 - 1500 1501 - 4500 4501 - 9900 9901 and up	C10-S15	(2/29/88) ③	1	2	.984 ④	.808 ④	.808 ④	.702 ④	.576
						...	...	...	.551 ④	.416 ④
						...	...	...	.426 ④	.346 ④
						...	...	...	Refer to Elec. Comp. Division	
PL 13-120	Timestarters, Dc	C10-G6	(1/16/88)	2	1	1.00	.883	.883	.792	.711

④ Changed or added since previous issue.

① Refer to Selling Policy 7000, pages 3-8, for definitions.

② Orders must be entered in multiples of the following quantities for each line item (exact same Catalog Numbered unit):

Product Minimum Quantity Per Line Item

Pushbuttons, Oilite PB3.....	10
Relays, General Purpose, Plug-in	
Type MR, MP and MC.....	10
TR.....	1
All Relay Sockets.....	20
All Relay Accessories.....	10

Relays, Terminal Blocks and Fuse Holders:
Multiples of minimum order quantity are to be used to determine the appropriate quantity discount range. Minimum order quantities must be for the exact same catalog numbered unit.

Minimum quantity per line item - Terminal Blocks and Fuse Holders:
See Catalog Section 16-921 (Terminal Blocks) and 16-922 (Fuse Holders) for minimum quantities by catalog number.

③ Refer to Distributor Discount Schedule 7011.

Westinghouse Electric Corporation
Distribution and Control Business Unit
Pittsburgh, Pennsylvania, U.S.A. 15220

Automation Division
Programmable Controller Department
Pittsburgh, Pennsylvania, U.S.A. 15238



Westinghouse Electric Corporation
 Control Products Division
 Beaver, Pennsylvania, U.S.A. 15009
 General Control Division
 Buffalo, New York, U.S.A. 14240

Distributor Discount Schedule
 7008

Page 1

March 1, 1977
 Supersedes 7008 B WE A
 Distributor Discount Schedule
 pages 1 and 2 dated September 9, 1976

Ac and Dc Control

Discounts subject to change without notice.
 For standard terms and conditions of sale,
 refer to Selling Policy 7000, pages 3-6.
 Mailed to: E, D/2513/PL

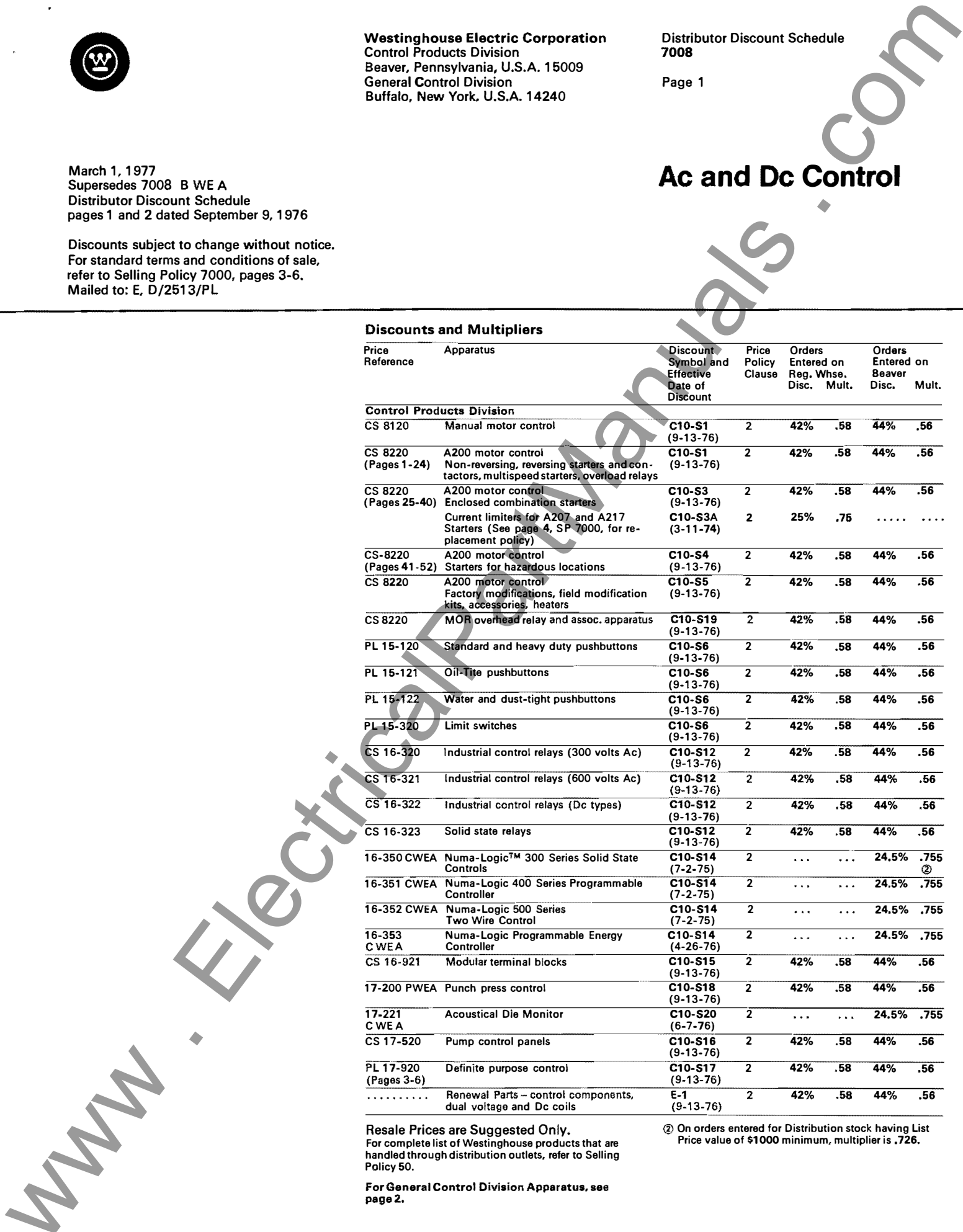
Discounts and Multipliers

Price Reference	Apparatus	Discount Symbol and Effective Date of Discount	Price Policy Clause	Orders Entered on Reg. Whse. Disc.	Orders Entered on Beaver Disc.	Orders Entered on Beaver Disc. Mult.	Orders Entered on Beaver Disc. Mult.
Control Products Division							
CS 8120	Manual motor control	C10-S1 (9-13-76)	2	42%	.58	44%	.56
CS 8220 (Pages 1-24)	A200 motor control Non-reversing, reversing starters and contactors, multispeed starters, overload relays	C10-S1 (9-13-76)	2	42%	.58	44%	.56
CS 8220 (Pages 25-40)	A200 motor control Enclosed combination starters	C10-S3 (9-13-76)	2	42%	.58	44%	.56
	Current limiters for A207 and A217 Starters (See page 4, S P 7000, for replacement policy)	C10-S3A (3-11-74)	2	25%	.76	.....	.....
CS-8220 (Pages 41-52)	A200 motor control Starters for hazardous locations	C10-S4 (9-13-76)	2	42%	.58	44%	.56
CS 8220	A200 motor control Factory modifications, field modification kits, accessories, heaters	C10-S5 (9-13-76)	2	42%	.58	44%	.56
CS 8220	MOR overhead relay and assoc. apparatus	C10-S19 (9-13-76)	2	42%	.58	44%	.56
PL 15-120	Standard and heavy duty pushbuttons	C10-S6 (9-13-76)	2	42%	.58	44%	.56
PL 15-121	Oil-Tite pushbuttons	C10-S6 (9-13-76)	2	42%	.58	44%	.56
PL 15-122	Water and dust-tight pushbuttons	C10-S6 (9-13-76)	2	42%	.58	44%	.56
PL 15-320	Limit switches	C10-S6 (9-13-76)	2	42%	.58	44%	.56
CS 16-320	Industrial control relays (300 volts Ac)	C10-S12 (9-13-76)	2	42%	.58	44%	.56
CS 16-321	Industrial control relays (600 volts Ac)	C10-S12 (9-13-76)	2	42%	.58	44%	.56
CS 16-322	Industrial control relays (Dc types)	C10-S12 (9-13-76)	2	42%	.58	44%	.56
CS 16-323	Solid state relays	C10-S12 (9-13-76)	2	42%	.58	44%	.56
16-350 CWEA	Numa-Logic™ 300 Series Solid State Controls	C10-S14 (7-2-75)	2	...	...	24.5%	.755
16-351 CWEA	Numa-Logic 400 Series Programmable Controller	C10-S14 (7-2-75)	2	...	...	24.5%	.755
16-352 CWEA	Numa-Logic 500 Series Two Wire Control	C10-S14 (7-2-75)	2	...	...	24.5%	.755
16-353 CWEA	Numa-Logic Programmable Energy Controller	C10-S14 (4-26-76)	2	...	...	24.5%	.755
CS 16-921	Modular terminal blocks	C10-S15 (9-13-76)	2	42%	.58	44%	.56
17-200 PWEA	Punch press control	C10-S18 (9-13-76)	2	42%	.58	44%	.56
17-221 CWEA	Acoustical Die Monitor	C10-S20 (6-7-76)	2	...	...	24.5%	.755
CS 17-520	Pump control panels	C10-S16 (9-13-76)	2	42%	.58	44%	.56
PL 17-920 (Pages 3-6)	Definite purpose control	C10-S17 (9-13-76)	2	42%	.58	44%	.56
.....	Renewal Parts - control components, dual voltage and Dc coils	E-1 (9-13-76)	2	42%	.58	44%	.56

Resale Prices are Suggested Only.
 For complete list of Westinghouse products that are handled through distribution outlets, refer to Selling Policy 50.

② On orders entered for Distribution stock having List Price value of \$1000 minimum, multiplier is .726.

For General Control Division Apparatus, see page 2.





Discounts and Multipliers, Continued

Price Reference	Apparatus	Discount Symbol and Effective Date of Discount	Price Policy Clause	Disc.	Mult.
General Control Division					
PL 8221	Full voltage starters (sizes 5 through 8)	C10-G1 (9-13-76)	2	44%	.56
PL 9120	Reduced voltage starters, manual	C10-G2 (9-13-76)	2	44%	.56
PL 9220	Reduced voltage starters, magnetic	C10-G3 (9-13-76)	2	44%	.56
PL 10-120	Low voltage synchronous control	C-30 (9-13-76)	1	...	1.29
PL 10-220	Wound rotor starters, magnetic	C10-G4 (9-13-76)	1	44%	.56
PL 11-120	High voltage starters Through 1500 Hp at 2400 volts Through 2500 Hp at 4800 volts	C-16 (2-10-75)	1	27%	.73
PL 11-120	High voltage starters Above 1500 Hp at 2400 volts Above 2500 Hp at 4800 volts	C-17 (2-10-75)	1	...	1.03
PL 12-121	Type W Jr.	C10-G5 (9-13-76)	2	44%	.56
PL 13-120	Dc timestarters	C10-G6 (9-13-76)	1	33%	.67
PL 15-321	Limit switches	C10-G7 (9-13-76)	2	38%	.62
PL 15-421	Master switches	C10-G8 (9-13-76)	2	38%	.62
PL 15-422	Drum controllers	C10-G9 (9-13-76)	2	33%	.67
PL 16-121	Ac contactors (sizes 5 through 8)	C10-G10 (9-13-76)	2	44%	.56
PL 16-122	High voltage components	C-15 (9-13-76)	2	...	1.10
PL 16-123	Dc contactors (sizes 0 through 9)	C10-G11 (9-13-76)	2	40%	.60
PL 16-124	Type DPM DC Contactor	C10-G22 (3-1-76)	2	43%	.57
PL 16-325	Ac and Dc industrial relays	C10-G12 (9-13-76)	2	40%	.60
PL 16-520	Autotransformers	C10-G13 (9-13-76)	2	44%	.56
PL 16-620	Motor resistors	C10-G14 (9-13-76)	2	40%	.60
PL 16-621	Grounding resistors, load banks and special resistors	C52 (9-13-76)	1	53%	.47
PL 16-622	Industrial resistors	C10-G15 (9-13-76)	2	40%	.60
PL 16-720	LK & LR rheostats	C10-G16 (9-13-76)	2	38%	.62
PL 16-721	RK rheostats	C10-G17 (9-13-76)	2	38%	.62
PL 17-120	DynAc	C10-G19 (9-13-76)	1	33%	.67
PL 17-320	Panelpak assembled control	C-32 (9-13-76)	1	44%	.56
CS 17-520	Pump control panels	C10-G20 (9-13-76)	2	44%	.56
PL 16-220	Special components	C10-G21 (9-13-76)	2	45%	.55
.....	Marine controllers	C60 (9-13-76)	1 ^③	27%	.73

Price Reference	Apparatus	Discount Symbol	Quantity (Single Order Lots of One Style) ^⑤	Discount	Multiplier
PL 16-420	Selenium Rectifier Stacks	C-70 ^④	Any Quantity ...		.77 ^③
C-71 ^④	Selenium Rectifier Stacks		Any Quantity ...		.77 ^③
PL 16-430	Voltrap [®] Surge Suppressors	C-72 ^④	Any Quantity ...		.59 ^③

Resale Prices are Suggested Only.
^③ Changed since previous issue.
^① For purchases by U. S. Government, see Selling Policy 7000, page 3.
^④ Price policy clause 2 applies.
^⑤ Quantities of different styles of ratings cannot be combined for quantity discounts.

For complete list of Westinghouse products that are handled through distribution outlets, refer to Selling Policy 50

Prices and discounts are subject to change without notice For standard terms and conditions of sale, refer to Selling Policy 7000, pages 3-6.

Westinghouse Electric Corporation
 Control Products Division
 Beaver, Pennsylvania, U.S.A. 15009
 General Control Division
 Buffalo, New York, U.S.A. 14240