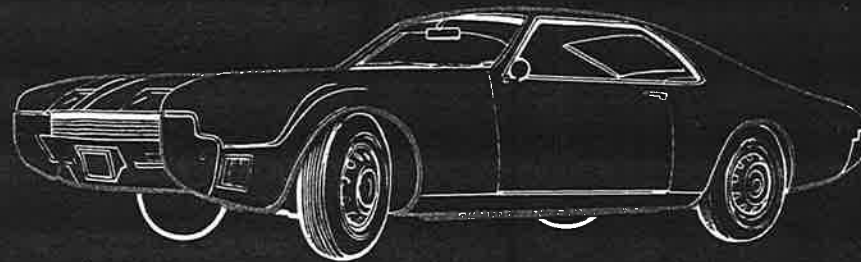


AUTOMOBILE PRICEBOOK
NINETY-FIVE CENTS
K5/1

NEW CARS

COMPLETE PRICE DATA

1966



WHOLESALE & RETAIL
Prices

SUMMER — 1966



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The Complete Automobile Pricing Manual series is published seven times a year in new and used car and truck editions by Automobile Pricing Publications, Inc., 827 Malcolm Road, Burlingame, California. Subscription rates for U. S., its possessions, Canada and Mexico: \$12.00 for one year. Information contained in this book is compiled from reliable and accurate sources but the publisher does not assume responsibility for errors of commission or omission. Your suggestions of improvements are welcome.

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READ BEFORE USING

Contained herein are the complete accurate Suggested Factory Retail and Factory Invoice Prices of 1965 Automobiles, Options and Accessories.

All prices listed are at point of manufacture and include Federal Excise Tax but do not include local or state taxes.

Excise Tax: (D.E.H., E.O.H.) Federal Excise Tax collected on automobiles, options, accessories. In most instances a small handling charge is included.

Retail: Factory Suggested Retail supplied by the manufacturer will correspond to the price on the window sticker of each car anywhere in the U.S.A. Retail includes Federal Excise Tax (D.E.H., E.O.H.) and the Suggested Dealer Preparation Charge.

Wholesale: The Invoice Price billed to the Dealer. Wholesale in this book includes the listed Excise Tax (D.E.H., E.O.H.) but does not include the Suggested Dealer Preparation Charge.

Available On column: If make or model is not listed here the item is either standard equipment (see Standard Equipment) or not available on this model.

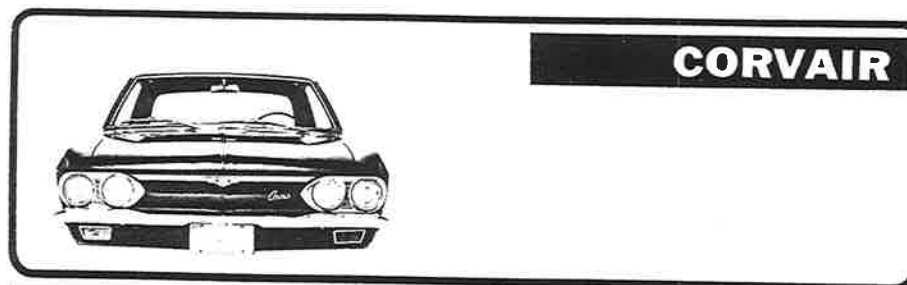
Automobile Dealers & Salesmen: The S.P. column is provided blank for your use. Use for noting minimum selling profit or selling price, or destination charge.

Banks & Financing Institutions: Wholesale as shown in this book is generally used throughout the U.S.A. as the maximum loan value on any new car. To determine an exact loan value on a customer's car add to the base wholesale price the wholesale value of all accessories as listed on his Sales Agreement.

Additional Costs: Local dealer groups sometimes raise money for local advertising campaigns by agreeing to an advertising charge per car. Since this policy is not applicable nationally, advertising charges can not be included in this book.

Destination Charge: Is the equalized freight charge for shipping car or parts to an assembly plant then to the Dealer. This charge is itemized on each window price sticker and varies according to the distance the dealer is from factory. The D.C. for the Chevrolet in Detroit is \$14 but \$146 in Los Angeles. Add the Destination Charge to wholesale or retail as found in this book for the local wholesale or retail price.

Subscriptions: If you or your firm are not at present a subscriber to our complete new and used car pricing manuals (special subscriber editions) and would like to be your attention is directed to the coupon in this book. Effective September 1, 1966 the annual subscription price will change from the current \$6.00 a year to \$12 a year (7 issues).



CORVAIR

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
500, 95 HP 6 Cyl, 183.3" O.L.					
2 Door Sport Coupe		10137	114.00	2083.00	1688.64
4 Door Sport Sedan		10139	118.00	2157.00	1749.34
MONZA, 95 HP 6 Cyl, 183.3" O.L.					
2 Door Sport Coupe		10537	128.00	2350.00	1907.57
4 Door Sport Sedan		10539	132.00	2424.00	1968.27
2 Door Convertible		10567	136.00	2493.00	2024.92
CORSA, 140 HP 6 Cyl, 183.3" O.L.					
2 Door Sport Coupe		10737	137.00	2519.00	2046.17
2 Door Convertible		10767	145.00	2662.00	2163.52

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$25 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

500 SERIES

164 CID 6 Cylinder Engine, 3 Speed Manual Fully Synchronized Transmission, Backup Lights, Cigarette Lighter, Outside Rearview Mirror, Foam Cushioned Front Seat, Heater & Defroster, Two Front & Two Rear Seat Belts, Vinyl Interiors, Padded Instrument Panel, Right and Left Padded Sun Visors, Front Arm Rests, Rubber Floor Mats, Windshield Washer & 2 Speed Wipers, Five 7.00 x 13 BSW 4 p.r. Tires.

MONZA SERIES

500 Series Equipment Plus: Wheel Covers, Vinyl Bucket Seats, Rear Arm Rests, Glove Compartment Light, Folding Rear Seat except Convertible, Luggage Compartment Mat, Special Chrome Exterior & Interior Trim, 2 Spoke Steering Wheel with Horn Ring, Carpeting & Vinyl Headliner

CORSA SERIES

Monza Series Equipment Plus: Electric Clock with Sweep Second Hand, Special Speedometer, Trip Odometer, Pressure & Temperature Gauges, Special Interior & Exterior Trim & Wheel Covers, Instrument Panel Dual Courtesy Lights in Convertible Only

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE	EXCISE	RETAIL	WHOLESALE
Z19 CONVENIENCE EQUIPMENT: Includes Inside Day/Night Mirror, Outside Left Remote Control Mirror, Door Edge Guards, Luggage & Engine Compartment Lights — 500 Series Includes Glove Box Light			
500 Sports Coupe	1.20	23.20	17.92
500 Sports Sedan	1.35	26.35	20.35
Monza & Corsa 2 Doors	1.10	21.10	16.30
Monza Sport Sedan	1.25	24.25	18.73

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS — 6 Cylinder					
L62	110 HP 164 CID 2 Bbl	500, Monza	1.35	26.35	20.35
L63	140 HP 164 CID 4 Bbl	500, Monza	4.00	79.00	61.00
L87	180 HP 164 CID Side Draft	Corsa	8.00	158.00	122.00
TRANSMISSION OPTIONS					
M20	4 Speed Synchro-Mesh	All	4.55	89.55	69.15
M35	Powerglide	All except Corsa	8.15	153.15	124.15
POWER ASSIST OPTIONS					
C06	Top, Convertible	Convertibles	2.70	52.70	40.70
HEATING & AIR CONDITIONING					
C64	Air Conditioning, 47 Amp	All except with 180 HP	17.30	342.30	264.30
C48	Heater, (Credit, if Deleted)	All without C64	(3.70)	(70.70)	(56.63)
RADIO OPTIONS — Includes Front Antenna					
U73	Antenna, Rear Manual	All except with U69	.50	9.50	7.34
U75	Antenna, Rear Power	All except with U69	1.45	28.45	21.97
U63	AM Pushbutton	All	2.90	57.40	44.32
U63/80	AM Pushbutton & Rear Speaker	All	3.60	70.60	54.52
U69	AM-FM Pushbutton, Front Antenna Only	All	6.80	133.80	103.32
U69/80	AM-FM Pushbutton, Rear Speaker & Front Antenna Only	All	7.50	147.00	113.52
TIRE OPTIONS — TUBELESS					
P54	7.00x13 2 Ply 4 PR WSW	All	1.20	28.20	21.72
TRIM OPTIONS					
...	Paint, Two Tone	All except Convertible	.55	10.55	8.15
N34	Steering Wheel, Sports Style	All	1.60	31.60	24.40
P01	Wheel Covers, 4 Bright Metal	500	.55	10.55	8.15
N96	Wheel Covers, Mag Style	500	3.75	73.75	56.95
N96	Wheel Covers, Mag Style	Monza, Corsa	3.20	63.20	48.80
P02	Wheel Covers, Simulated Wire	500	3.50	68.50	52.90
P02	Wheel Covers, Simulated Wire	Monza, Corsa	2.95	57.95	44.75
SEAT OPTIONS					
A39	Belts, Cust Dlx Retractable				
	Front & Cust Dlx Rear	All	.55	10.55	8.15
A85	Harness, Shoulder, Driver & Passenger	All with A39 Only	1.35	26.35	20.35
A82	Headrests, Strato-Ease, 2	Bench or Bucket Front Seat	2.15	42.15	32.55
A67	Seat, Folding Rear	500	1.35	26.35	20.35
LIGHT OPTIONS					
V74	Traffic Hazard Warning Switch	All	.60	11.60	8.96
MISCELLANEOUS EQUIPMENT					
K47	Air Cleaner, Pre-Oil Bath	All	.35	6.35	4.91
K46	Air Cleaner, Heavy Duty	500, Monza exc with 140 HP or C64 or K19	1.60	31.60	24.40
D10	Armrest, Rear	500 4 Door Sedan Only	.50	9.50	7.34
G81	Axle, Positraction	3.27:1, 3.55:1 Ratios Only	1.90	36.90	28.50
T60	Battery, Heavy Duty 70 Amp	All	.40	7.40	5.72
K64	Generator, 47 Amp	All without C64 - Std on C64	.80	15.80	12.20
A01	Glass, Tinted All Windows	All	1.35	26.35	20.35
A02	Glass, Tinted Windshield Only	All	.65	12.65	9.77

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
K19	GM Air Injection Reactor	Calif. Cars Only; Not Required with C64 or L87	2.25	44.75	34.55
V31	Guard, Front Bumper	All	.50	9.50	7.34
V32	Guard, Rear Bumper	All	.50	9.50	7.34
P19	Lock, Spare Wheel	All except with C64	.30	5.30	4.10
N36	Steering Shaft, Telescopic	All	2.15	42.50	32.55
N44	Steering, Spec 16:1 Ratio	All	.80	15.80	12.20
F41	Suspension, Spec Front & Rear, Incl Spec Springs & Matching Shock Absorbers	All	.55	10.55	8.15



CHEVY II

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
MODEL 100, 90 HP 4 Cyl, 183" O.L.					
2 Door Sedan		11111	110.00	2028.00	1643.33
4 Door Sedan		11169	112.00	2065.00	1673.68
MODEL 100, 120 HP, 6 Cyl, 183" O.L.					
2 Door Sedan		11311	113.00	2090.00	1694.12
4 Door Sedan		11369	115.00	2127.00	1724.47
4 Door Wagon, 2 Seat, 187.4" O.L.		11335	133.00	2430.00	1973.32
NOVA, 120 HP 6 Cyl, 183" O.L.					
2 Door Sport Coupe		11537	123.00	2271.00	1842.63
4 Door Sedan		11569	122.00	2245.00	1821.38
4 Door Wagon, 2 Seat, 187.4" O.L.		11535	138.00	2518.00	2045.55
NOVA SUPER SPORT, 120 HP 6 Cyl, 183" O.L.					
2 Door Sport Coupe		11737	132.00	2430.00	1973.13
MODEL 100, 195 HP V8, 183" O.L.					
2 Door Sedan		11411	120.00	2197.00	1782.12
4 Door Sedan		11469	122.00	2234.00	1812.47
4 Door Wagon, 2 Seat, 187.4" O.L.		11435	139.00	2536.00	2060.32
NOVA, 195 HP V8, 183" O.L.					
2 Door Sport Coupe		11637	129.00	2377.00	1929.63
4 Door Sedan		11669	128.00	2351.00	1908.38
4 Door Wagon, 2 Seat, 187.4" O.L.		11635	143.00	2623.00	2131.55
NOVA SUPER SPORT, 195 HP V8, 183" O.L.					
2 Door Sport Coupe		11837	137.00	2535.00	2059.13

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$25 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

100 SERIES 153 CID 4 Cylinder Engine or 194 CID 6 Cylinder Engine or 283 CID V8 Engine 3 Speed Fully Synchronized Manual Transmission, Backup Lights, Heater & Defroster, Two Front & Two Rear Seat Belts, Foam Cushioned Front Seat, Left & Right Padded Sun Visors, Outside Left Mirror, Padded Instrument Panel, Rubber Floor Covering, Front Arm Rests, Windshield Washer & 2 Speed Wipers, Standard Tires: for 4 Cylinder — 6.50 x 13 BSW 4 p.r.; for 6 Cylinder — 6.50 x 13 BSW 4 p.r. except Station Wagons which have 6.95 x 14 BSW 8 p.r.; V8 have — 6.95 x 14 BSW 4 p.r. except Station Wagons which have 6.95 x 14 BSW 4 p.r.

NOVA SERIES 100 Series Equipment for 6 Cylinder & V8 plus: Rear Arm Rests, Door Activated Interior Lights, Glove Box Light, Foam Cushioned Rear Seat, Deluxe Exterior & Interior Trim, Carpeting, Luggage Compartment Mat in Sedans & Coupes

NOVA SUPER SPORT Nova Series Equipment plus: Special Wheel Covers, Vinyl Strato Bucket Seats, Special Interior & Exterior Trim, Electric Clock with Second Hand, 6.95 x 14 BSW 4 p.r. Tires

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
Z19	CONVENIENCE EQUIPMENT: Includes Inside Day/Night Mirror, Outside Left Remote Control Mirror, Door Edge Guards, Luggage & Engine Compartment Lights — 100 Series Includes a Glove Box Light			
	Nova & S.S. Sport Coupes	1.10	21.10	16.30
	Nova Sedans	1.25	24.25	18.73
	Nova Wagons	1.15	22.15	17.11
	100 2 Door Sedan	1.20	23.20	17.92
	100 4 Door Sedan	1.35	26.35	20.35
	100 Wagons	1.25	24.25	18.73

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS — Add to Base 6 or V8 Price					
L26	140 HP 230 CID 6 Cyl, 1 Bbl	All with 120 HP 6 Cyl	1.35	26.35	20.35
L77	220 HP 283 CID V8, 4 Bbl*	All with 195 HP V8	2.70	52.70	40.70
L30	275 HP 327 CID V8, 4 Bbl	All with 195 HP V8	4.70	92.70	71.58
L79	350 HP 327 CID V8, 4 Bbl*	All with 195 HP V8	10.05	198.05	152.93
* Includes Dual Exhaust					
TRANSMISSION OPTIONS					
M20	4 Speed Wide Range	All	9.35	184.35	142.35
M21	4 Speed Close Ratio	350 HP Only	9.35	184.35	142.35
M35	Powerglide for V8	195, 220 or 275 HP Engines	9.25	174.25	141.25
M35	Powerglide for 4 or 6 Cyl	90, 120 or 140 HP Engines	8.70	163.70	132.70
POWER ASSIST OPTIONS					
J50	Brakes	All 6 Cylinder, V8	2.15	42.15	32.55
N40	Steering	All 6 Cylinder, V8	4.30	84.30	65.10
A33	Window, Tailgate	Wagons Only	1.35	26.35	20.35
HEATING & AIR CONDITIONING					
C60	Air Conditioning, All Weather, Incl 42 Amp Gen, HD Radiator, Temp Controlled Fan	All 6 Cylinder, V8	15.70	310.70	239.90

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
C48	Heater, (Credit if Deleted)	Cars without C60	(3.70)	(70.70)	(56.63)
C50	Defroster, Rear Window	Sedans, Sport Coupes Only	1.10	21.10	16.30
RADIO OPTIONS Includes Front Antenna					
U73	Antenna, Rear Manual	All except Wagons	.50	9.50	7.34
U75	Antenna, Rear Power	All except Wagons	1.45	28.45	21.97
U63	AM Pushbutton	All	2.90	57.40	44.32
U63/80	AM Pushbutton Rear Spkr	All	3.60	70.60	54.52
TIRE OPTIONS					
P53	6.50x13 2 Ply 4 PR WSW	4 & 6 Cyl exc Wgns, Nova S. S.	1.20	28.20	21.72
P66	6.95x14 2 Ply 4 PR BSW	4 & 6 Cyl exc Wgns, Nova S. S.	1.70	16.70	13.10
P67	6.95x14 2 Ply 4 PR WSW	4 & 6 Cyl exc Wgns, Nova S. S.	2.85	44.85	34.77
P67	6.95x14 2 Ply 4 PR WSW	Nova S. S., V8 exc Wagons	1.20	28.20	21.72
T11	6.95x14 4 Ply 8 PR WSW	Wagons	1.15	28.15	21.67
TRIM OPTIONS					
...	Paint, Two Tone	All	.55	10.55	8.15
C08	Vinyl Roof Cover	Nova, Nova S. S. Coupe	3.75	73.75	56.95
P01	Wheel Covers, 4 Bright Metal	All except Super Sport	.70	13.20	10.20
N96	Wheel Covers, 4 Mag Style	All with 13" Wheels	3.75	73.75	56.95
N96	Wheel Covers, 4 Mag Style	Super Sport with 14" Wheels	2.70	52.70	40.70
N96	Wheel Covers, 4 Mag Style	Nova, 100 with 14" Wheels	3.75	73.75	56.95
P02	Wheel Covers, 4 Simulated Wire	All with 13" Wheels	3.50	68.50	52.90
P02	Wheel Covers, 4 Simulated Wire	Super Sport with 14" Wheels	2.85	55.85	43.13
P02	Wheel Covers, 4 Simulated Wire	Nova, 100 with 14" Wheels	3.75	73.75	56.95
SEAT OPTIONS					
A39	Belts, Seat Cnst Dix Retractable	All	.55	10.55	8.15
	Front & Cnst Dix Rear	All	1.35	26.35	20.35
A85	Harness, Shoulder, 2 Front	All with A39 Only	2.15	42.15	32.55
A82	Headrests, Strato-Ease, 2 Front	All with Bench Seat	2.70	52.70	40.70
A81	Headrests, Strato-Ease, 2 Front	All with Bucket Seats	.30	5.30	4.10
719	Trim, Vinyl Interior	100 Sedans Only			
LIGHT OPTIONS					
V74	Traffic Hazard Warning Switch	All	.60	11.60	8.96
MISCELLANEOUS EQUIPMENT					
D10	Armrests, Rear	100 Series Only	.50	9.50	7.34
G76	Axle, Rear 3.36:1	120, 140, 195, 220 HP with 3 Spd	.15	2.15	1.67
H05	Axle, Rear 3.73:1	350 HP with 4 Spd Close Ratio	.15	2.15	1.67
G80	Axle, Positraction Rear	All	1.60	36.60	28.20
T60	Battery, Heavy Duty 70 Amp	All	.40	7.40	5.72
J65	Brakes, Special Metallic Facings	All	1.90	36.90	28.50
V55	Carrier, Luggage	Wagons Only	2.15	42.15	32.55
M01	Clutch, Heavy Duty	4 or 6 Cyl exc with C60, K19	.30	5.30	4.10
M55	Cooler, Transmission Oil— Incl HD Rad with 120 HP 6 Cyl	Cars with Powerglide-Std when C60 is ordered	.80	15.80	12.20
N10	Exhaust, Dual	275 HP Engine Only	1.10	21.10	16.30
K02	Fan, Temperature Controlled	All V8 exc Std with L79, C60	.80	15.80	12.20
K79	Generator, 42 Amp Delcotron	All exc Std with C60, K66	.55	10.55	8.15
K76	Generator, 61 Amp Delcotron	All without C60	1.10	21.10	16.30
K76	Generator, 61 Amp Delcotron	All with C60, exc with K66	.55	10.55	8.15
K81	Generator, 62 Amp Delcotron	All without C60	3.75	73.75	56.95
K81	Generator, 62 Amp Delcotron	All with C60, without N40	3.20	63.20	48.80
A01	Glass, Tinted All Windows	All	1.35	26.35	20.35
A02	Glass, Tinted Windshield Only	All	.65	12.65	9.77
K19	GM Air Inject Reactor, for Calif. Cars Only	6 & 8 Cyl exc with K24 exc L79	2.25	44.75	34.55

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
MISCELLANEOUS EQUIPMENT (Cont'd)					
V31	Guard, Front Bumper	All			
V32	Guard, Rear Bumper	All except Wagons	.50	9.50	7.34
U03	Horn, Tri Volume	Nova, Nova Super Sport	.50	9.50	7.34
K66	Ignition Sys, Full Transistor, Incl 42 Amp DelcoLtron		.70	13.70	10.58
P19	Lock, Spare Wheel	Cars with L79 Engine Only	3.75	73.75	56.95
V01	Radiator, Heavy Duty	All	.30	5.30	4.10
V01	Radiator, Heavy Duty	All 4 Cyl without M55, C60	.15	2.65	2.05
G66	Shock Absorbers, Rear Superlift	6 or 8 Cyl without M55, C60	.55	10.00	8.15
F40	Suspension, Spec, Including Spec Front & Rear Springs, Heavy Duty Rear Shock Absorbers — Not Available on Sedans or Wgns with V8 & C60	All	1.90	36.90	28.50
		Sedans, V8 Sport Coupes	.25	4.50	3.67
		Coupes, Wagons	.20	3.70	2.86
K24	Ventilation, Closed Engine Positive, Incl with L79	Cars with K19	.25	5.25	4.05
		Cars without K19	.25	5.25	4.05
SPECIAL ORDER EQUIPMENT — Police, Etc.					
9690	Alarm, Parking Brake	Special Order Only			
9627	Spark Plugs, Resistance Type	6 Cylinder	.25	4.25	3.29
9627	Spark Plugs, Resistance Type	195 or 220 HP V8	.20	3.20	2.48
9627	Spark Plugs, Resistance Type	275 or 350 HP V8	.25	4.25	3.29
9628	Steering Wheel & Horn Ring	100 Series	.25	4.25	3.29
9794	Utility Sedan Conversion: Deletes Rear Seat Cushion, Back Trim & Finish, Includes Plywood Floor with Mats & Supports in Rear Seat Area. (Credit) 100 2 Dr Sedans		.20	3.70	2.88
					(14.00)

CHEVELLE



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
300, 120 HP, 6 Cyl, 197" O.L.					
2 Door Sedan		13111	120.00	2165.00	1756.20
4 Door Sedan		13169	122.00	2202.00	1786.55
300 DELUXE, 120 HP, 6 Cyl, 197" O.L.					
2 Door Sedan		13311	124.00	2239.00	1816.90
4 Door Sedan		13369	126.00	2276.00	1847.25
4 Door Wagon, 2 Seat - 199.9" O.L.		13335	142.00	2575.00	2092.48

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
MALIBU, 120 HP, 6 Cyl, 197" O.L.					
4 Door Sedan		13569	130.00	2352.00	1909.57
4 Door Sport Sedan		13539	136.00	2458.00	1996.57
2 Door Sport Coupe		13517	131.00	2378.00	1930.82
2 Door Convertible		13567	143.00	2588.00	2103.20
4 Door Wagon, 2 Seat - 199.9" O.L.		13535	146.00	2651.00	2154.80
300, 195 HP V8, 197" O.L.					
2 Door Sedan		13211	126.00	2271.00	1843.20
4 Door Sedan		13269	128.00	2308.00	1873.55
300 DELUXE, 195 HP V8, 197" O.L.					
2 Door Sedan		13411	130.00	2345.00	1903.90
4 Door Sedan		13469	132.00	2382.00	1934.25
4 Door Wagon, 2 Seat - 199.9" O.L.		13435	148.00	2681.00	2179.48
MALIBU, 195HP V8, 197" O.L.					
4 Door Sedan		13669	136.00	2458.00	1996.57
4 Door Sport Sedan		13639	142.00	2564.00	2083.57
2 Door Sport Coupe		13617	137.00	2484.00	2017.82
2 Door Convertible		13667	148.00	2693.00	2189.20
4 Door Wagon, 2 Seat - 199.9" O.L.		13635	151.00	2756.00	2240.80
SS 396, 325 HP V8, 197" O.L.					
2 Door Sport Coupe		13817	153.00	2776.00	2257.38
2 Door Convertible		13867	163.00	2984.00	2427.76

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$25 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

- 300** 194 CID 6 Cylinder Engine or 283 CID V8 Engine, 3 Speed Fully Synchronized Manual Transmission, Backup Lights, Heater & Defroster, Two Front & Two Rear Seat Belts, Foam Cushioned Front Seat, Left & Right Padded Sun Visors, Front Arm Rests, Outside Left Mirror, Padded Instrument Panel, Rubber Floor Covering, Windshield Washer & 2 Speed Wipers, Tires: 6.95 x 14 BSW 4 p.r.
- 300 DELUXE** 300 Equipment plus: Deluxe Trim & Rear Arm Rests, Horn Ring Tires: Sedans 6.95 x 14 BSW 4 p.r., Wagons 7.75 x 14 BSW 4 p.r.
- MALIBU** Deluxe Equipment plus: Rear Foam Cushioned Seat, Glove Compartment Light, Carpeting, Convertible & 4 Door Sports Sedan Have 7.35 x 14 BSW 4 p.r. Tires
- SUPER SPORT** Malibu Equipment plus: a 396 CID 325 HP V8 Engine 7.75 x 14 Red Line or WSW 4 p.r. Tires, Floor Mounted 3 Speed Fully Synchronized Manual Transmission Super Sport Trim & Emblems

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

Z19 CONVENIENCE EQUIPMENT: Includes Inside Day/Night Mirror, Outside Left Remote Control Mirror, Door Edge Guards, Luggage & Engine Compartment Lights	EXCISE	RETAIL	WHOLESALE
All SS 396	1.10	21.10	16.30
Malibu Cpes & Conv	1.10	21.10	16.30
Malibu Sedans	1.25	24.25	18.73
Malibu Wagons	1.15	22.15	17.11
300, Dlx 2-Door	1.20	23.20	17.92
300, Dlx 4-Door	1.35	26.35	20.35
300, Dlx Wagons	1.25	24.25	18.73

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
U14	SPECIAL INSTRUMENTATION: Includes Ammeter, Temperature & Oil Pressure Gauges, Parking Brake Warning Light, Tachometer on V8 Models			
	All 6 Cylinder	1.60	31.60	24.40
	All V8 Engines	4.00	79.00	61.00

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS — Add to Base 6 or V8 Price					
L26	140 HP 230 CID 6 Cyl, 1 Bbl	All 6 Cylinder	1.35	26.35	20.35
L77	220 HP 283 CID V8, 4 Bbl*	All V8 exc SS 396	2.70	52.70	40.70
L30	275 HP 327 CID V8, 4 Bbl	All V8 except SS 396	4.70	92.70	71.50
L34	360 HP 396 CID V8, 4 Bbl*	SS 396 Only	5.35	105.35	81.35
L78	375 HP 396 CID V8, 4 Bbl*	SS 396 Only	12.00	237.00	183.00
* Includes Dual Exhaust					
TRANSMISSION OPTIONS					
M21	4 Speed Manual, Close Ratio	SS 396 with 360 or 375 HP	5.35	105.35	81.35
M20	4 Speed Manual, Wide Ratio	All with 195, 220, 275 HP V8	9.35	184.35	142.35
M20	4 Speed Manual, Wide Ratio	SS 396 with 325, 360, 375 HP V8	5.35	105.35	81.35
M10	Overdrive	All 6 Cyl; 195 & 220 HP V8	5.90	115.90	89.50
M35	Powerglide — V8	With 195, 220 & 275 HP V8	9.85	194.85	150.45
M35	Powerglide — 6 Cylinder	6 Cylinder Only	9.35	184.35	142.35
M35	Powerglide - V8	SS 396 with 325, 360 HP V8	5.90	115.90	89.50
POWER ASSIST OPTIONS					
J50	Brakes	All	2.15	42.15	32.55
A41	Seat, 4 Way Bench Front	All exc 300 Series & Floor Mounted Trans	3.55	69.55	53.71
A46	Seat, 4 Way Bucket, Driver	All with Bucket Seats	3.55	69.55	53.71
N40	Steering	All	4.30	84.30	65.10
C06	Top, Convertible	Convertibles	2.70	52.70	40.70
A31	Windows	Malibu, SS 396 Only	5.10	100.10	77.30
A33	Window, Tailgate	Wagons Only	1.35	26.35	20.35
HEATING AND AIR CONDITIONING					
C60	Air Conditioner, Four Season, Includes K76, K02 & V01	All exc with 375 HP Engine	18.00	356.00	274.88
C50	Defroster, Rear Window	All exc Convertible Wagon	1.10	21.10	16.30
C48	Heater, (Credit if Deleted)	All ex with C60	(3.70)	(70.70)	(56.63)
RADIO OPTIONS — Includes Front Antenna					
U73	Antenna, Rear Manual	All exc Wagons & AM-FM	.50	9.50	7.34
U75	Antenna, Rear Power	All exc Wagons & AM-FM	1.45	28.45	21.97
U63	AM Pushbutton Control	All	2.90	57.40	44.33
U63/80	AM Pushbutton & Rear Spkr	All	3.60	70.60	54.52
U69	AM-FM Pushbutton	All	6.80	133.80	103.32
U69/80	AM-FM Pushbutton & Rear Speaker	All	7.50	147.00	113.52
TIRE OPTIONS — Tubeless					
Tire Options for All 6 Cylinder Models exc Wagons & Convertibles; All 195 HP 283 CID V8 Equipped Models exc Wagons, Convertibles & Model 13639:					
P67	Five 6.95x14 2 ply 4 PR WSW		1.20	28.20	21.72
P57	Five 7.35x14 2 ply 4 PR BSW		.80	7.80	6.12
P58	Five 7.35x14 2 ply 4 PR WSW		2.15	39.15	30.27
P65	Five 7.75x14 2 ply 4 PR BSW		1.30	22.30	17.26
P62	Five 7.75x14 2 ply 4 PR WSW		2.60	53.60	41.36

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
P60	Five 7.75x14 4 ply 4 PR Nylon BSW		3.05	39.05	30.41
P61	Five 7.75x14 4 ply 4 PR Nylon WSW		4.40	72.40	56.08
Tire Options for 195 HP 283 CID V8 Equipped Convertible & Model 13639; 275 HP 327 CID V8 Equipped 300, 300 Deluxe & Malibu Models exc Wagons, Convertible:					
P58	Five 7.35x14 2 ply 4 PR WSW		1.35	31.35	24.15
P65	Five 7.75x14 2 ply 4 PR BSW		.50	14.50	11.14
P62	Five 7.75x14 2 ply 4 PR WSW		1.80	45.80	35.24
P60	Five 7.75x14 4 ply 4 PR Nylon BSW		2.25	31.25	24.29
P61	Five 7.75x14 4 ply 4 PR Nylon WSW		3.60	64.60	49.96
Tire Options for Wagons & SS 396 Series:					
P62	Five 7.75x14 2 ply 4 PR WSW		1.30	31.30	24.10
P60	Five 7.75x14 4 ply 4 PR Nylon BSW		1.75	16.75	13.15
P61	Five 7.75x14 4 ply 4 PR Nylon WSW		3.10	50.10	38.82
T14	Five 7.75x14 4 ply 8 PR BSW	Wagons Only	4.75	45.75	35.91
...	Five 7.75x14 2 ply 4 PR Nylon				
	Red Line	SS 396 as Standard Equipment		NO	CHARGE
T07	Five 7.75x14 2 ply 4 PR Nylon WSW	SS 396 Only		NO	CHARGE
TRIM OPTIONS					
B90	Mouldings, Side Windows	4 Dr Sedans, Malibu Wagons	1.10	21.10	17.00
B90	Mouldings, Side & Rear Quarter	300 Deluxe Wagons	1.35	26.35	20.35
...	Paint, Exterior Two Tone	All except Convertible	.80	15.80	12.20
C08	Roof, Vinyl Black or Beige	Sport Coupes, Sport Sedans	3.75	73.75	56.95
N34	Steering Wheel, Sports Style-Simulated Wood Grain	All	1.60	31.60	24.40
P01	Wheel Covers, 4 Bright Metal	All	1.10	21.10	16.30
N96	Wheel Covers, Mag Style	All	3.75	73.75	56.95
P02	Wheel Covers, Simulated Wire	All	3.75	73.75	56.95
SEAT OPTIONS					
A39	Belts, Cust Dlx Front Retractable & Custom Dlx Rear	All	.55	10.55	8.15
A85	Harness, Shoulder, 2 Front	With A39 Only	1.35	26.35	20.35
A82	Headrests, Strato Ease, 2 Front	All with Bench Seats	2.15	42.15	32.55
A81	Headrests, Strato Ease, 2 Front	All with Bucket Seats	2.70	52.70	40.70
A51	Seats, Strato Bucket	Sport Coupe, Convertible	5.60	110.60	85.40
T20	Trim, Vinyl Fawn	300 Series	.30	5.30	4.10
T61	Trim, Vinyl Black	Malibu Sport Cpe & Sport Sdn	.55	10.55	8.15
LIGHT OPTIONS					
V74	Traffic Hazard Warning Switch	All	.60	11.60	8.96
MISCELLANEOUS EQUIPMENT					
C51	Air Deflector, Rear Window	Wagons Only	1.00	19.00	14.68
G94	Axle, Rear 3.31 Ratio	SS 396 with 360, 375 HP	.15	2.15	1.67
G76	Axle, Rear 3.36 Ratio	120, 140, 195 & 220 HP	.15	2.15	1.67
G96	Axle, Rear 3.55 Ratio	SS 396 with 325, 360, 375 HP	.15	2.15	1.67
H05	Axle, Rear 3.73 Ratio	SS 396 with 325 HP		NO	CHARGE

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
MISCELLANEOUS EQUIPMENT (Cont'd)					
H01	Axle, Rear 3.07 Ratio	SS 396 with 375 HP	.15	2.15	1.67
G80	Axle, Rear Positraction	All Models	1.90	36.90	28.50
T60	Battery, HD 66 Plate 70 Amp	All	.40	7.40	5.72
J65	Brakes, Spec Metallic				
	Facings	All	1.90	36.90	28.50
V55	Carrier, Luggage	Wagons	2.15	42.15	32.55
M01	Clutch, HD, Std with C60	120 HP exc with C60 or K19	.30	5.30	4.10
D55	Console, Incl Electric Clock & Compartment	All with Bucket Seats exc with M10	2.40	47.40	36.60
M55	Cooler, Transmission Oil	120 HP with M35	.80	15.80	12.20
N10	Exhaust, Dual	275 HP Only	1.10	21.10	16.30
K02	Fan, Radiator, Temp Control - Std with C60 & L78	V8 Only	.80	15.80	12.20
K19	GM Air Injector Reactor	Required Calif Only exc 375 HP	2.25	44.75	34.55
K79	Generator, 42 Amp Delcotron	All exc with C60 or K66	.55	10.55	8.15
K76	Generator, 61 Amp Delcotron	All exc with C60	1.10	21.10	16.30
K81	Generator, 62 Amp Delcotron	All exc with K19, C60 or 6 Cyl with N40	3.75	73.73	56.95
K81	Generator, 62 Amp Delcotron	C60 Cars without K19 or 6 Cyl with N40	3.20	63.20	48.80
A01	Glass, Tinted All Windows	All	1.55	30.55	23.59
A02	Glass, Tinted Windshield	All	1.00	19.50	15.06
V31	Guard, Front Bumper	All	.50	9.50	7.34
V32	Guard, Rear Bumper	All exc Wagons	.50	9.50	7.34
U03	Horn, Tri Volume	All exc 300 Series	.70	13.70	10.58
K66	Ignition System, Full Transistor including 42 Amp Delcotron	SS 396 with 325, 360, 375 HP V8	3.75	73.75	56.95
P19	Lock, Spare Wheel	All	.30	5.30	4.10
V01	Radiator, Heavy Duty	All exc with C60 or M55	.55	10.55	8.15
G66	Shock Absorbers, Rear				
	Super Lift	All	1.90	36.90	28.50
N33	Steering Wheel, Comfortilt	With Transmissions M20, M21, M35	2.15	42.15	32.55
F40	Suspension, Spec Front & Rear	Sedans, Coupes	.25	4.75	3.67
F40	Suspension, Spec Front & Rear	Wagons	.20	3.70	2.86
U16	Tachometer, Std with U14	All V8 with U14	2.40	47.40	36.60
K24	Ventilation, Closed Engine Positive	With GM Air Injection Reactor	.25	5.25	4.05
K24	Ventilation, Closed Engine Positive	Without GM Air Injection Reactor	.25	5.25	4.05
SPECIAL ORDER EQUIPMENT — Police, etc.					
9690	Alarm, Parking Brake	Special Order	.25	4.25	3.29
9627	Spark Plugs, Resistance Type	6 Cylinder	.20	3.20	2.48
9627	Spark Plugs, Resistance Type	195, 220 HP V8	.25	4.25	3.29
9628	Steering Wheel with Horn Ring	300-Special Police Only	.20	3.70	2.86
9794	Utility Sedan Conversion-Deletes Rear Seat Cushion, Back Trim & Finish-Includes Plywood Floor with Mats & Supports. (Credit)	300 2 Door Sedan			(14.00)

CHEVROLET



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
BISCAYNE, 155 HP 6 Cyl, 213.2" O.L.					
2 Door Sedan		15311	126.00	2379.00	1830.01
4 Door Sedan		15369	128.00	2431.00	1870.51
4 Door Wagon, 2 Seat, 212.4" O.L.		15335	147.00	2772.00	2137.45
BEL AIR, 155 HP 6 Cyl, 213.2" O.L.					
2 Door Sedan		15511	131.00	2479.00	1908.16
4 Door Sedan		15569	133.00	2531.00	1948.66
4 Door Wagon, 2 Seat, 212.4" O.L.		15535	150.00	2835.00	2186.65
4 Door Wagon, 3 Seat, 212.4" O.L.		15545	156.00	2948.00	2275.04
IMPALA, 155HP 6 Cyl, 213.2" O.L.					
4 Door Sedan		16369	141.00	2678.00	2063.69
2 Door Sport Coupe		16337	141.00	2684.00	2068.31
4 Door Sport Sedan		16339	144.00	2747.00	2117.51
2 Door Convertible		16367	153.00	2935.00	2264.34
4 Door Wagon, 2 Seat, 212.4" O.L.		16335	157.00	2971.00	2292.98
4 Door Wagon, 3 Seat, 212.4" O.L.		16345	162.00	3083.00	2380.37
IMPALA SUPER SPORT, 155 HP 6 Cyl, 213.2" O.L.					
2 Door Sport Coupe		16737	149.00	2842.00	2191.81
2 Door Convertible		16767	161.00	3093.00	2387.84
BISCAYNE, 195 HP V8, 213.2" O.L.					
2 Door Sedan		15411	131.00	2484.00	1912.01
4 Door Sedan		15469	134.00	2537.00	1953.51
4 Door Wagon, 2 Seat, 212.4" O.L.		15435	152.00	2877.00	2219.45
BEL AIR, 195 HP V8, 213.2" O.L.					
2 Door Sedan		15611	136.00	2584.00	1990.16
4 Door Sedan		15669	138.00	2636.00	2030.66
4 Door Wagon, 2 Seat, 212.4" O.L.		15635	155.00	2940.00	2268.65
4 Door Wagon, 3 Seat, 212.4" O.L.		15645	161.00	3053.00	2357.04
IMPALA, 195 HP V8, 213.2" O.L.					
4 Door Sedan		16469	146.00	2783.00	2145.69
2 Door Sport Coupe		16437	146.00	2789.00	2150.31
4 Door Sport Sedan		16439	149.00	2852.00	2199.51
2 Door Convertible		16467	159.00	3041.00	2347.34
4 Door Wagon, 2 Seat, 212.4" O.L.		16435	162.00	3076.00	2374.98
4 Door Wagon, 3 Seat, 212.4" O.L.		16445	168.00	3189.00	2463.37
IMPALA SUPER SPORT, 195 HP V8, 213.2" O.L.					
2 Door Sport Coupe		16837	154.00	2947.00	2273.81
2 Door Convertible		16867	167.00	3199.00	2470.84

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
CAPRICE, 195 HP V8, 213.2" O.L. 2 Door Custom Coupe		16647	157.00	3000.00	2315.31
4 Door Custom Sedan		16639	160.00	3063.00	2364.51
4 Door Wagon, 2 Seat, 212.4" O.L.		16635	170.00	3234.00	2498.48
4 Door Wagon, 3 Seat, 212.4" O.L.		16645	176.00	3347.00	2586.87

DEALER PREPARATION CHARGE - Factory suggested charge for pre-delivery and post-delivery service is \$40 on all models. This charge has been included in retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

BISCAYNE	250 CID 6 Cylinder Engine or 283 CID V8 Engine, 3 Speed Fully Synchronized Manual Transmission, Backup Lights, Heater & Defroster, Two Front & Two Rear Seat Belts, Foam Cushioned Front Seat, Left & Right Padded Sun Visors, Front Arm Rests, Outside Left Mirror, Padded Instrument Panel, Carpeting, Windshield Washer & 2 Speed Wipers, Tires: 7.75 x 14 BSW 4 p.r. on Sedans, 8.55 x 14 BSW 4 p.r. on Wagons
BEL AIR	Biscayne Equipment plus: Bel Air Chrome & Trim, Cigarette Lighter, Dual Rear Ash Trays, Glove Box Light, B50 Air Foam Front Seat, 3 Seat Wagons Have Electric Tailgate Window
IMPALA	Bel Air Equipment plus: Special Interior & Exterior Trim, Electric Clock, Convertible Has Power Top & Tempered Glass Rear Window, Luggage Light
SUPER SPORT	Impala Equipment plus: Vinyl Strato-Bucket Front Seats & Console, Special Trim, Wheel Covers, Courtesy Lights
CAPRICE	283 CID V8, Deep Foam Cushioned Bench Seats, Luxury Fabrics & Walnut Interior Trim, Rear Seat Fold Down Center Armrest, Parking Brake Warning Light, Special Interior & Exterior Trim

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
Z19	CONVENIENCE EQUIPMENT: Includes Inside Day/Night Mirror, Outside Left Remote Control Mirror, Door Edge Guards except Caprice Wagon, Engine Light; Bel Air & Biscayne Includes Luggage Light on Sedans, Biscayne Includes Additionally a Glove Box Light			
	Caprice & Impala Cpes	1.00	19.00	14.68
	Sedans & Impala Wgn	1.15	22.15	17.11
	Caprice Wagons	.80	15.80	12.20
	Biscayne 2 Door	1.20	23.20	17.92
	Biscayne 4 Door	1.35	26.35	20.35
	Biscayne Wagons	1.25	24.25	18.73
	Bel Air 2 Door	1.10	21.10	16.30
	Bel Air 4 Door	1.25	24.25	18.73
	Bel Air Wagons	1.15	22.15	17.11
B02	TAXI EQUIPMENT: Includes H.D. Front & Rear Springs, H.D. Shocks, 7.75 x 15 Tires, H.D. Radiator when Powerglide is Ordered with Model 15369 - Available only with 6 Cylinder or 283 CID V8's and 3 Speed Manual or Powerglide Transmission			
	Model 15369	3.15	62.15	47.99
	Model 15469	2.90	56.90	43.94

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS - Add to Basic 195 HP V8 Price					
L77	220 HP 283 CID V8 4 Bbl*	All Models	2.70	52.70	40.70
L30	275 HP 327 CID V8 4 Bbl	All Models	4.70	92.70	71.58
L35	325 HP 396 CID V8 4 Bbl	All Models	8.00	158.00	122.00
L36	390 HP 427 CID V8 4 Bbl*	All Models	16.00	316.00	244.00
L72	425 HP 427 CID V8 4 Bbl*	All Models	22.65	447.65	345.65
* Includes Dual Exhaust; L72 Includes K02					
TRANSMISSION OPTIONS					
M13	3 Speed, Fully Synchronized	with 325, 390 & 425 HP V8	4.00	79.00	61.08
M20	4 Speed Manual Wide Range	with 195, 220 & 275 HP V8	9.35	184.35	142.35
M20	4 Speed Manual Wide Range with Tachometer	with 325, 390 & 425 HP V8	11.75	231.75	178.95
M21	4 Speed Manual Close Range with Tachometer	with 425 HP V8	11.75	231.75	178.95
M10	Overdrive	with 155, 195 & 220 HP Engines	5.90	115.90	89.50
M35	Powerglide - V8	with 195, 220, 275, 325 HP V8	9.85	194.85	150.45
M35	Powerglide - 6 Cylinder	with 155 HP 6 Cylinder	9.35	184.35	142.35
M40	Turbo-Hydramatic Includes 42 Amp Delcotron	325 & 390 HP V8	11.45	226.45	174.85
POWER ASSIST OPTIONS					
J50	Brakes	All	2.15	42.15	32.55
A42	Seat, 6 Way Bench	Not Available with Bucket Seats, Biscayne, M20, M21	4.80	94.80	73.20
A46	Seat, 4 Way Bucket	Super Sport or cars with Bucket Seats	3.55	69.55	53.71
N40	Steering	All	4.80	94.80	73.20
A31	Windows	All Exc Bel Air 2 Dr Sdn or Biscayne	5.10	100.10	77.30
A33	Window, Tailgate	2 Seat Wagons - Std on 3-S Wagon	1.60	31.60	24.40
HEATING & AIR CONDITIONING					
C60	Air Conditioner, 4 Season Incl K76, V01, K02; Also T-60 with M40	All Except with 425 HP	18.00	356.00	274.88
C60/75	Air Conditioner, Comfortron (Automatic Temperature Control) Incl K76, V01, K02; Also T-60 with M40	All Except with 425 HP	21.20	419.20	323.68
C50	Defroster, Rear Window	Sedans & 2 Dr Hardtops exc with U69	1.10	21.10	16.30
C48	Heater, (Credit if Deleted)	All Except with C60	(3.50)	(70.50)	(53.75)
RADIO OPTIONS - Includes Front Antenna					
U73	Antenna, Rear Manual	All Exc Wgns or with AM/FM	.50	9.50	7.34
U75	Antenna, Rear Power	All Exc Wgns or with AM/FM	1.45	28.45	21.97
U63	AM Pushbutton	All	2.90	57.40	44.32
U63/80	AM Pushbutton & Rear Seat Speaker	All	3.60	70.60	54.52
U69	AM/FM Pushbutton	All with Front Antenna Only	6.80	133.80	103.32
U69/80	AM/FM Pushbutton & Rear Seat Speaker	All with Front Antenna Only	7.50	147.00	113.52
U69/79	AM/FM Stereo Pushbutton	All with Front Antenna only	12.15	239.15	184.67
TIRE OPTIONS - TUBELESS					
All Models Except Wagons or with 390, 425 HP Engine					
P62	Five 7.75x14 2 ply 4 PR WSW		1.30	31.30	24.10
P60	Five 7.75x14 4 ply 4 PR Nylon BSW		1.75	35.75	27.85
P61	Five 7.75x14 4 ply 4 PR Nylon WSW		3.10	62.10	48.82

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
T06	Five 7.75x14 2 ply 4 PR Spec Nylon BSW		.50	15.50	11.90
T07	Five 7.75x14 2 ply 4 PR Spec Nylon WSW		1.85	48.85	37.57
P15	Five 8.25x14 2 ply 4 PR BSW		1.70	15.70	12.34
P77	Five 8.25x14 2 ply 4 PR WSW		3.15	51.15	39.63
P76	Five 8.25x14 4 ply 4 PR Nylon BSW		3.20	32.20	25.24
T18	Five 8.25x14 4 ply 8 PR Spec Nylon BSW		5.75	64.75	50.59
T19	Five 8.25x14 4 ply 8 PR Spec Nylon WSW		7.15	100.15	77.83
T08	Five 8.25x14 2 ply 4 PR Spec Nylon BSW		2.15	31.15	24.19
T09	Five 8.25x14 2 ply 4 PR Spec Nylon WSW		3.60	66.60	51.48
P90	Five 7.75x15 2 ply 4 PR BSW		.60	7.60	5.92
P91	Five 7.75x15 4 ply 4 PR Nylon BSW		2.15	24.15	18.87
Q04	Five 8.15x15 2 ply 4 PR BSW, not available with Overdrive		2.35	23.35	18.31
Q05	Five 8.15x15 4 ply 4 PR Nylon BSW, not available with Overdrive		3.30	39.30	30.66
	All Models with 390, 425 HP Engine except Wagons				
P77	Five 8.25x14 2 ply 4 PR WSW		1.50	35.50	27.34
P76	Five 8.25x14 4 ply 4 PR Nylon BSW		1.55	16.55	12.95
T18	Five 8.25x14 4 ply 8 PR Spec Nylon BSW		4.10	49.10	38.30
T19	Five 8.25x14 4 ply 8 PR Spec Nylon WSW		5.50	84.50	65.54
T08	Five 8.25x14 2 ply 4 PR Spec Nylon BSW		.50	15.50	11.90
T09	Five 8.25x14 2 ply 4 PR Spec Nylon WSW		1.95	50.95	39.19
Q04	Five 8.15x15 2 ply 4 PR BSW		.70	7.70	6.02
Q05	Five 8.15x15 4 ply 4 PR Nylon BSW		1.65	23.65	18.37
	All with 7.75 4 ply 4 PR Blackwall Tires				
P91	Five 7.75x15 4 ply 4 PR Nylon BSW		1.70	16.70	13.10
T25	Five 7.75x15 4 ply 8 PR BSW		4.70	45.70	35.86
	Wagons				
P85	Five 8.55x14 2 ply 4 PR WSW		1.45	35.45	27.29
P86	Five 8.55x14 4 ply Nylon BSW		1.20	18.70	14.50
P87	Five 8.55x14 4 ply 4 PR Nylon WSW		2.60	54.10	41.74
T04	Five 8.55x14 2 ply 4 PR Spec Nylon BSW			Will Advise	
T05	Five 8.55x14 2 ply 4 PR Spec Nylon WSW		2.00	53.50	41.74
T18	Five 8.25x14 4 ply 8 PR Spec Nylon BSW		2.30	30.30	23.58
T19	Five 8.25x14 4 ply 8 PR Spec Nylon WSW		3.65	65.65	50.77
	TRIM OPTIONS				
B39	Carpet, Load, Floor Area	Caprice & Impala Wagons	2.70	52.70	40.70
...	Paint, Exterior Two Tone	All	.80	15.80	12.20
N34	Steering Wheel, Sports Style				
	Walnut-Grained Plastic Rim	All Except with N37	1.60	31.60	24.40
C08	Vinyl Roof Cover, Black	Hardtops Only	4.00	79.00	61.00
C08	Vinyl Roof Cover, Beige	Hardtops Only	4.00	79.00	61.00
P01	Wheel Covers, 4 Bright Metal	All 14" Wheels exc Caprice or Super Sport	1.10	21.10	16.30
N96	Wheel Covers, Mag Style 14"	Caprice & Impala Super Sport	2.70	52.70	40.70
N96	Wheel Covers, Mag Style 14"	Impala, Bel Air & Biscayne	3.75	73.75	56.95
P02	Wheel Covers, Simulated Wire 14"	Caprice & Impala Super Sport	2.85	55.85	43.13
P02	Wheel Covers, Simulated Wire 14"	Impala, Bel Air & Biscayne	3.75	73.75	56.95
	SEAT OPTIONS				
A39	Belts, Custom Dix, Front Retractable & Rear-2	All except 3 Seat Wagons	.55	10.55	8.15
B50	Cushion, Foam Rubber Front	3 Seat Wagons	.70	13.70	10.58
		Biscayne	.40	7.40	5.72

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
	SEAT OPTIONS (Cont'd)				
A85	Harness, Shoulder - 2 Front	with A39 Only	1.35	26.35	20.35
A81	Head Rests, Strato-Ease, 2 Front	Strato Bench or Bucket Front Seats	2.70	52.70	40.70
A82	Head Rests, Strato-Ease, Front	Standard Bench Front Seat	2.15	42.15	32.55
A66	Seat, Divided Second, Fawn Trim	Biscayne, Bel Air & Impala Wagons	1.90	36.90	28.50
A53	Seat, Strato-Back, Bench, Incl Center Arm Rest	Caprice Except Wagons	5.35	105.35	81.35
A51	Seats, Strato-Bucket Includes Console with Instrument Gauges & Lower Instrument Panel Pad	Caprice 2 Dr. Coupe exc with Air Conditioning Installed by Dealer	10.15	200.15	154.55
814	Trim, Black Vinyl Interior	Impala Sport Coupes & Sport Sedans	.55	10.55	8.15
865	Trim, Fawn Vinyl Interior	Biscayne Sedans	.30	5.30	4.10
	LIGHT OPTIONS				
V74	Traffic Hazard Warning Switch	All	.60	11.60	8.96
	MISCELLANEOUS EQUIPMENT				
K45	Air Cleaner, Heavy Duty	6 Cyl exc with G66/67 or K19	.30	5.30	4.10
C51	Air Deflector, Rear Window	Wagons Only	1.00	19.00	14.68
H01	Axle, Rear 3.07 Ratio	325 HP & 390 HP with M40	.15	2.15	1.67
G76	Axle, Rear 3.36 Ratio	155 HP, 195 HP, 220 HP with 3 Spd exc B02	.15	2.15	1.67
H05	Axle, Rear 3.73 Ratio	425 HP with 4 Spd Close Ratio	.15	2.15	1.67
G80	Axle, Positraction Rear	All Except with B02 or Z04	2.15	42.15	32.55
T60	Battery, Heavy Duty, 70 Amp	All Except STD with M40 with C60	.40	7.40	5.72
B01	Body Equipment, Heavy Duty Incl Heavy Duty Front & Rear Seats & Floor Mats	Biscayne Sedans	.95	17.95	13.87
		Wagons	.55	10.55	8.15
J65	Brakes, Spec Metallic Facing	All Except with Taxi Equipment	1.90	36.90	28.50
V55	Carrier, Luggage	Wagons	2.15	42.15	32.55
B39	Carpet, Load Floor Area	Caprice & Impala Wagons	2.70	52.70	40.70
Z04	Chassis Equipment, Heavy Duty, Incl Heavy Duty Front & Rear Springs & Shocks, Heavy Duty Brakes, Also Incl V01 on 6 Cyl with M35	All Biscayne without 4 Speed Trans exc 325 HP, 390 HP & 425 HP Engines, Air Conditioning or GM Air Injection Reactor	1.90	36.90	28.50
M01	Clutch, H.D. — Std with B02	6 Cyl Exc with K19	.55	10.55	8.15
N10	Exhaust, Dual	275 HP, 325 HP Only	1.10	21.10	16.30
K02	Fan, Radiator Temp Controlled	All Exc Std with C60, 425 HP	.80	15.80	12.20
K79	Generator, 42 Amp Delcotron	All Exc with C60 - Std with M40, K66	.55	10.55	8.15
K76	Generator, 61 Amp Delcotron	All Exc with B02 - Std with C60 or When M40 & K66 is ordered	1.10	21.10	16.30
K81	Generator, 62 Amp Delcotron	All Exc with M40 & C60 or K19	3.75	73.75	56.95
K81	Generator, 62 Amp Delcotron	All with C60 without M40, K19	3.20	63.20	48.80
A01	Glass Tinted - All Windows	All	1.90	36.90	28.50
A02	Glass, Tinted - Windshield	All	1.10	21.10	16.30
K19	GM Air Injection, Reactor, Calif. Only	Required with K24 on all except 425 HP	2.25	44.75	34.55
V31	Guard, Front Bumper	All	.80	15.80	12.20
V32	Guard, Rear Bumper	All Except Wagons	.50	9.50	7.34

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
U03	Horn, Tri Volume	All exc with G66/67 or K45	.70	13.70	10.58
K66	Ignition System, Full Transistor Incl 42 Amp Delcotron	325, 390, 425 HP with M13, M20, M21 or M40	3.75	73.75	56.95
D59	Instrumentation, Special Incl Ammeter, Temp, Oil Press & Vacuum Gauges, Lower Instrument Panel Pad	Impala Super Sport Only	2.15	42.15	32.55
P19	Lock, Spare Wheel	All	.30	5.30	4.10
A96	Lock, Stowage Compartment	2 Seat Wagons	.55	10.55	8.15
V01	Radiator, Heavy Duty	All exc Std with 425 HP or C60	.55	10.55	8.15
G66	Shock Absorbers, Rear Superlift	All	1.90	36.90	28.50
G66/67	Shock Absorbers, Rear Superlift with Automatic Level Control	All exc 6 Cyl with K19	4.30	84.30	65.10
K30	Speed & Cruise Control	V8 with Transmissions M35 or M40	3.90	76.40	59.00
F60	Springs, Special Front	3 Seat Wagon exc Std with 425 HP	.10	1.10	.86
N33	Steering Wheel, Comfortilt	All with M20, M21, M35, M40 without Bucket Seats or D59	2.15	42.15	32.55
N37	Steering Wheel, Tilt & Telescopic	All with M20, M21, M35 or M40	4.00	79.00	61.00
F40	Suspension, Spec Front & Rear Springs & Shock Absorbers	155, 195 or 220 HP except with B02 or Z04	.80	15.80	12.20
		275 HP, 325 HP, 390 HP exc Wgns, B02 or Z04	.25	4.75	3.67
		275, 325, 390 HP Wgns Only	.20	3.70	2.86
F41	Suspension, Spec Purpose Front & Rear Springs, Shocks, Stabilizers & 14x6JK Wheels	325, 390 & 425 HP Except with 15" Wheels	1.60	31.60	24.40
U16	Tachometer	V8 exc 325, 390 or 425 HP with 4 Spd	2.40	47.40	36.60
B02	Taxi Equipment	See Accessory Group			
K24	Ventilation, Closed Engine Positive-Included on 425 HP	All with or without K19	.25	5.25	4.05
P12	Wheels, 5-14x6JK-Std on Wgns	All Except with F41	.30	5.30	4.05
SPECIAL ORDER EQUIPMENT — Police, etc.					
9690	Alarm, Parking Brake	Biscayne, Bel Air	.20	3.20	2.48
9597	Alternator, Leece-Neville 60 Amp, Incl small Leece-Neville Reg. No. 3743RA	Biscayne, Bel Air, Impala	4.55	89.55	69.15
9681	Brakes, Independent Fr & Rear	All without J50, J65 or Z04	1.10	21.10	16.30
9684	Brakes, Metallic Incl HD Rear Wheel Bearings & HD Steering Knuckle Ball Studs	Biscayne, Bel Air Police Pkg	1.90	36.90	28.50
Police Car Packages:					
9814	155 HP 250 CID 6 Cyl Engine	6 Cyl Biscayne, Bel Air	3.45	67.95	52.47
9816	195 HP 283 CID V8 Engine	V8 Biscayne, Bel Air	2.90	57.40	44.32
9818	230 HP 327 CID V8 Engine	V8 Biscayne, Bel Air	9.20	181.70	140.30
9819	275 HP 327 CID V8 Engine	V8 Biscayne, Bel Air	8.15	160.65	124.05
9820	325 HP 396 CID V8 Engine	V8 Biscayne, Bel Air	11.45	225.97	174.47
9823	390 HP 427 CID V8 Engine	V8 Biscayne, Bel Air	19.40	383.90	296.42
9604	Pulley Unit, Dual	All without C60, N40, 325, 390 or 425 HP Engines	.25	4.25	3.29
9632	Radio Suppression Equipment, Ord Spec MIL-S-10379A	V8 without RPO Radio, K66	.55	10.05	7.77

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
9632	Radio Suppression Equipment to meet minimum requirements for 25 to 50 MC Band Two-Way Radio: Incl Coaxial Capacitors for Voltage Regulator and Ignition Coil, By-Pass Capacitor for Ignition Switch, Hood Clips, Front Wheel Static Collectors, Engine Ground Straps. Requires: 9627 & 9632	All with Delco Generators & 155, 195, 220, 275 HP V8 All with Delco Generators & 325, 390 HP V8 With Leece-Neville Generator exc 155, 325, 390 or 425 HP V8	.75 .80 .90	14.75 15.80 16.90	11.39 12.20 13.06
9632	Exhaust System & Transmission Ground Straps	All	.20	3.20	2.48
9627	Resistance Type Spark Plugs	155 HP Engine, Type R46N 195, 220 HP Engines, Type R45 275, 350 HP Engines, Type R44 325, 390, 425 HP Engines, Type R43N	.20 .25 .25 .25	3.20 4.25 4.25 4.25	2.48 3.29 3.29 3.29
9795	Rear Seat, Fold Down	Biscayne, Bel Air 4 Dr Sedans Biscayne, Bel Air 2 Dr Sedans	3.20 3.50	63.20 68.50	48.80 52.90
9808	Roof Reinforcing Plate, 8" Wide, .090" Thick, with Two Reinforcing Ribs from Windshield Header to First Bow on Center Line of Roof Panel	All	.45	8.45	6.53
9807	Roof Wiring: Wire Routed From Center of Roof Panel to Center of Instrument Panel. 36" of Wire Coiled Under Instrument Panel, 24" of Wire Coiled Under Roof. May Be Ordered With One 12-g or One 8-g or One 8-g & One 12-g Wire Located Either 9" From Windshield Molding or Just Forward of Dome Lamp (exc Station Wagon) With .50" Hole				
	Drilled in Roof Panel	All Wagons, 4 Dr Sedans	.55	10.55	8.15
	With No Hole in Roof Panel	All Wagons, 4 Dr. Sedans	.40	7.90	6.10
9864	Speedometer, 98% Accurate, 2 MPH Graduations	Biscayne, Impala	.15	2.15	1.67
9621	Throttle Control Hand, Friction Type	All with Air Conditioning All without Air Conditioning	.80 1.00	15.80 19.00	12.20 14.68
9669	Transmission Power Glide Police Car, Incl Water-Cooled Transmission Oil Cooler	6 Cyl Biscayne, Bel Air V8 Biscayne, Bel Air exc with 9823	9.35 9.85	184.35 194.85	142.35 150.45
9670	Transmission, Turbo Hydraulic Police Car, Incl 42 Amp Generator	Biscayne, Bel Air with 325, 390 HP Engine & Police Car Package Only	11.45	226.45	174.85
9833	Trim, Strato Bucket Cloth, Requires Strato Bucket Seat. Black, Blue or Fawn Color	Caprice 2 Dr Coupe Only	2.15	42.15	32.55
9794	Utility Sedan Conversion: Deletes Rear Seat Cushion, Back Trim, Includes Plywood Floor with Floor Mat Coverings & Supports, In Aqua, Fawn, Fawn Vinyl or Red Trim Only. (Credit)	Biscayne, Bel Air Sedans			(14.00)

CORVETTE



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
CORVETTE, 300 HP V8, 175.1" O.L.					
Sport Coupe		19437	219.00	4295.00	3326.72
Convertible - Soft Top		19467	208.00	4084.00	3161.72

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$40 on all models. This charge has been included in retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

CORVETTE 327 CID V8 Engine, 3 Speed Fully Synchronized Manual Transmission, Disc Brakes, Independent Suspension, Heater & Defroster, Backup Lights, Wheel Covers, Seat Belts with Retractors, Vinyl Bucket Seats & Console, Outside Rearview Mirror, Deep Carpeting on Floor & Luggage Compartment, Tachometer, Padded Dash & Visors, Courtesy Lights, Parking Brake Warning Light, [Convertible Comes with Soft or Hardtop], Windshield Washer & 2 Speed Wipers, Dual Exhausts, Tires: 7.75 x 15 BSW 4 p.r.

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS					
L79	350 HP 327 CID V8, 4 Bbl	All	5.35	105.35	81.35
L36	390 HP 427 CID V8, 4 Bbl	With G81 Only	9.20	181.20	139.92
L72	425 HP 427 CID V8, Large 4 Bbl	With G81, K66 Only	15.85	312.85	241.57
TRANSMISSION OPTIONS					
M20	4 Speed Manual Wide Range	All exc 425 HP V8	9.35	184.35	142.35
M21	4 Speed Manual Close Ratio	All exc 300 HP V8	9.35	184.35	142.35
M35	Powerglide	300 HP, 390 HP V8 Only	9.85	194.85	150.45
POWER ASSIST OPTIONS					
J50	Brakes Incl Dual Circuit				
	Master Cylinder	All	2.15	42.15	32.55
N40	Steering	All	4.80	94.80	73.20
A31	Windows	All	2.95	57.95	44.75
HEATING & AIR CONDITIONING					
C60	Air Conditioning & 61 Amp Delcotron	300, 350 HP; or 390 HP with 4 Spd	20.90	412.90	318.82
C48	Heater, (Credit if Deleted)	All exc Cars with C60	(4.85)	(97.85)	(74.60)
RADIO OPTIONS					
UES	AM-FM Pushbutton & Power Antenna	All	10.10	199.10	153.74

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
TIRE OPTIONS					
P92	7.75x15 2 Ply 4 PR WSW	All	1.30	31.30	24.10
T01	7.75x15 2 Ply 4 PR Special Nylon Goldstripe	All	1.55	46.55	35.77
TRIM OPTIONS					
N32	Steering Wheel, Teakwood	All	2.40	47.40	36.60
SEAT OPTIONS					
A85	Harness, Shoulder, 2 Front	All	1.35	26.35	20.35
A82	Headrests, Strato-Ease, 2 Front	All	2.15	42.15	32.55
...	Seats, Leather	All	4.00	79.00	61.00
LIGHT OPTIONS					
V74	Traffic Hazard Warning Switch	All	.60	11.60	8.96
MISCELLANEOUS EQUIPMENT					
G81	Axle, Positraction Rear, 3.08, 3.36, 3.55, 3.70, 4.11	All	2.15	42.15	32.55
J56	Brakes, Heavy Duty	425 HP with Power Brakes	17.30	342.30	264.30
N11	Exhaust System, Off Road	All with Manual Transmissions	1.90	36.90	28.50
N14	Exhaust System, Dual Side Mounted - Off Road	All	6.65	131.65	101.65
A01	Glass, Tinted All Windows	All	.80	15.80	12.20
A02	Glass, Tinted Windshield	All	.55	10.55	8.15
K19	GM Air Injection Reactor	All exc 425 HP Required in Calif.	2.25	44.75	34.55
K66	Ignition System, Full Transistor	350, 390, 425 HP Only	3.75	73.75	56.95
N36	Steering Shaft, Telescopic	All	2.15	42.15	32.55
F41	Suspension, Spec, Incl Spec Front & Rear Springs, Shocks & Stabilizer Bars	425 HP Only	1.90	36.90	28.50
N03	Tank, Fuel, 36 Gal, Includes Wheelhouse Filler Panel & Fiberglass Cover in Place of Luggage Compartment Carpet	Model 19437 Only	10.05	198.05	152.93
C07	Top, Auxiliary Hardtop	Convertible	11.75	231.75	178.95
P48	Wheels, Five Cast Aluminum 15x6L Knock-Off Type	All	16.00	316.00	244.00

PONTIAC



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
TEMPEST STANDARD, 165 HP 6 Cyl, 206.4" O.L.					
Sports Coupe		23307	126.00	2278.00	1844.82
4 Door Sedan		23369	129.00	2331.00	1888.32
Station Wagon, 203.6" O.L.		23335	144.00	2624.00	2128.50

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
TEMPEST CUSTOM, 165 HP 6 Cyl, 206.4" O.L.					
Sports Coupe		23507	130.00	2362.00	1913.62
Hardtop Coupe		23517	134.00	2426.00	1966.22
4 Door Hardtop		23539	140.00	2547.00	2065.37
Convertible		23567	146.00	2655.00	2153.99
4 Door Sedan		23569	133.00	2415.00	1957.12
Station Wagon, 203.6" O.L.		23535	149.00	2709.00	2198.30
LEMANS, 165 HP 6 Cyl, 206.4" O.L.					
Sports Coupe		23707	138.00	2505.00	2030.97
Hardtop Coupe		23717	141.00	2568.00	2082.57
4 Door Hardtop		23739	148.00	2701.00	2191.63
Convertible		23767	153.00	2806.00	2277.63
GTO, 335 HP V8, 206.4" O.L.					
Sports Coupe		24207	152.00	2783.00	2258.81
Hardtop Coupe		24217	156.00	2847.00	2311.41
Convertible		24267	168.00	3082.00	2504.04
CATALINA, 256 HP V8, 214.8" O.L.					
2 Door Sedan		25211	146.00	2762.00	2121.82
Hardtop Coupe		25237	152.00	2893.00	2224.07
4 Door Hardtop		25239	156.00	2968.00	2282.74
Convertible		25267	169.00	3219.00	2479.00
4 Door Sedan		25269	149.00	2831.00	2175.64
Wagon, 2 Seat, 218.1" O.L.		25235	169.00	3217.00	2477.46
Wagon, 3 Seat, 218.1" O.L.		25245	175.00	3338.00	2572.01
2 PLUS 2 SERIES, 338 HP V8, 214.8" O.L.					
Hardtop Coupe		25437	173.00	3298.00	2540.75
Convertible		25467	188.00	3602.00	2778.28
STAR CHIEF, 256 HP V8, 221.8" O.L.					
Executive Hardtop Coupe		25637	166.00	3170.00	2440.58
Executive 4 Door Hardtop		25639	170.00	3244.00	2498.48
Executive 4 Door Sedan		25669	163.00	3114.00	2396.77
BONNEVILLE, 333 HP V8, 221.8" O.L.					
Hardtop Coupe		26237	175.00	3354.00	2584.33
4 Door Hardtop		26239	179.00	3428.00	2642.23
Convertible		26267	187.00	3586.00	2765.73
Wagon, 3 Seat, 218.1" O.L.		26245	196.00	3747.00	2891.77
GRAND PRIX, 333 HP V8, 214.8" O.L.					
Hardtop Coupe		26657	182.00	3492.00	2692.20

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$30 on all Tempests and \$50 on all Pontiacs. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

STANDARD TEMPEST SERIES 230 CID OHC 6 Cylinder Engine, Fully Synchronized 3 Speed Manual Transmission, Heater & Defroster, Padded Dash & Visors, Windshield Washer & 2 Speed Wipers Outside Left Mirror, Backup Lights, Front & Rear Seat Belts, 6.95 x 14 BSW Tires on all except Wagon, 7.75 x 14 BSW Tires on Wagon

CUSTOM TEMPEST Standard Tempest Series Equipment plus: Deluxe Steering Wheel (462), Carpets (572), Dual Horns (494), Special Interior & Exterior Trim, Safari & Convertible has all-Vinyl Interior, Convertible has Courtesy Lights (411), 7.35 x 14 BSW Tires on Convertible

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

LeMANS SERIES Custom Tempest Series Equipment plus: Foam Padded Front Cushion (371), Decor Moldings, Vinyl Bucket Seats on all except 4 Door Hardtop, Convertible has Power Top

GTO LeMans Series Equipment plus: 389 CID V8 Engine, Fully Synchronized 3 Speed Manual Transmission, Dual Exhausts (481), GTO Emblems & Trim

CATALINA SERIES 389 CID V8 Engine, Fully Synchronized 3 Speed Manual Transmission, Carpets, Heater & Defroster, Padded Dash & Visors, Windshield Washer & 2 Speed Wipers, Outside Left Mirror, Backup Lights, Light Group, Front & Rear Seat Belts, 3 Seat Safari has Power Tailgate, Convertible has Power Top, Wagons have 8.55 x 14 BSW Tires, Others have 8.25 x 14 BSW Tires

2 plus 2 SERIES Catalina Series Equipment plus: 421 CID V8 Engine, & Dual Exhausts, Fully Synchronized 3 Speed Floor Mounted Manual Transmission, Deluxe Wheel Discs (461), Deluxe Steering Wheel (462), Special Springs & Shocks, Pinstriping, Nylon Carpeting, Bucket Seats

STAR CHIEF SERIES EXECUTIVE Catalina Equipment plus: Deluxe Wheel Disc (461), Deluxe Steering, Wheel (462), Spare Tire Cover (372), Electric Clock (444), Star Chief Trim, Carpeting, Choice of All Vinyl Interior

BONNEVILLE SERIES Star Chief Series Equipment plus: Fender Skirts (424), Lower Padded Instrument Panel (381), Bonneville Interior & Exterior Trim with Walnut Toned Inserts, Assist Handles

GRAND PRIX SERIES Bonneville Series Equipment plus: Fully Synchronized 3 Speed Floor Mounted Manual Transmission, Luxury Foamed Vinyl or Vinyl & Cloth Bucket Seats & Console or Bench Seats, Special GP Trim & Interiors with Walnut Toned Accents

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
061	BASIC GROUP: Includes AM Pushbutton Radio, Custom Foam Front Cushion, Electric Clock			
	Tempest Standard & Custom	4.45	87.95	67.95
	LeMans & GTO	4.05	80.05	61.85
	Catalina	5.71	113.06	87.21
	2 plus 2	5.18	102.63	79.18
	Star Chief & Bonneville	4.92	97.32	75.12
	Grand Prix	4.39	86.89	67.09
064	DECOR GROUP: Includes Deluxe Wheel Discs, Deluxe Steering Wheel & Decor Moldings			
	Tempest Std Spts Cpe	2.27	44.77	34.67
	Tempest Std 2 Seat Wagon	2.53	50.03	38.73
	Tempest Std 4 Door Sedan	2.21	43.71	33.81
	Tempest Custom 2 Dr Sdn & Hardtop	1.81	35.81	27.71
	Tempest Custom Wagon	2.08	41.08	31.78
	Tempest Custom 4 Door Hardtop	2.45	48.45	37.45
	Tempest Custom Convertible	.85	16.85	13.05
	Tempest Custom 4 Door Sedan	1.76	34.76	26.86
	Catalina 2 Door Sedan	2.76	54.61	42.16
	Catalina Wagons	3.52	69.72	53.82
	Catalina 2 Door Hardtop	3.00	59.50	45.90
	Catalina 4 Door Hardtop	2.46	48.81	37.66
	Catalina Convertible	1.57	31.07	23.97
	Catalina 4 Door Sedan	2.98	58.93	45.48
074	LIGHT GROUP: Includes Luggage (exc Wagons) —Glove Box—Roof Rail & Reading—Courtesy—Ash Tray & Cigar Lighter—Parking Brake & Underhood Lights			
	All Tempest exc Wgns & Conv	1.80	35.45	27.30
	Tempest Wagons	1.62	31.97	24.62
	Tempest Convertibles	.90	17.65	13.60

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
071	MIRROR GROUP: Includes Visor Vanity, Inside Non-Glare, and Outside Left Remote Control Mirrors All Models	.66	13.21	10.16
062	PROTECTION GROUP: Includes Spare Wheel Cover, Rear Window Defogger (exc Conv or Wgns), Padded Instrument Panel, Door Edge Guards, Custom Front & Rear Seat Belts, Front & Rear Floor Mats			
	All Tempest 2 Door except Convertible	2.56	50.66	39.06
	All Tempest 4 Door except Wagons	2.94	58.29	44.94
	Tempest Wagons	1.75	34.70	26.75
	Tempest Convertibles	1.50	29.60	22.80
	Catalina 2 Dr Sdn & Hardtop & 2 plus 2 2 Dr Hardtop*	2.58	51.03	39.38
	Without Air Conditioning	3.38	66.83	51.58
	Catalina & 2 plus 2 Convertible*	1.52	29.97	23.12
	Without Air Conditioning	2.32	45.77	35.32
	Catalina 4 Door & 4 Door Hardtop*	2.96	58.66	45.26
	Without Air Conditioning	3.76	74.46	57.46
	Catalina 2 Seat Wagon*	1.75	34.70	26.75
	Without Air Conditioning	2.55	50.50	38.95
	Catalina 3 Seat Wagon*	1.91	37.86	29.21
	Without Air Conditioning	2.71	53.66	41.41
	Star Chief 2 Dr Hdtop*, Bonneville 2 Dr HT, GP	2.43	48.13	37.13
	Star Chief 2 Dr Hdtop without Air Conditioning	3.23	63.93	49.33
	Star Chief 4 Dr Sdn & Hardtop*, Bonneville 4 Dr HT	2.81	55.76	43.01
	Star Chief 4 Dr Sdn & Hardtop without Air Cond	3.61	71.56	55.21
	Bonneville Convertible	1.37	27.07	20.87
* With Air Conditioning				
331	VENTURA CUSTOM OPTION: Includes Bench or Bucket Vinyl Seats, Ventura Identification, Interior Chrome Mouldings, Decor Group 064 Deluxe Wheel Discs, Deluxe Steering Wheel, Decor Mouldings Fender Skirts, Spare Wheel Cover			
	Catalina 2 Door Hardtop (Bench Seats)	11.23	222.23	171.63
	Catalina 2 Door Hardtop (Bucket Seats)	16.97	335.97	259.37
	Catalina 4 Door Hardtop (Bench Seats)	10.70	211.70	163.50
	Catalina 4 Door Sedan (Bench Seats)	11.17	221.17	170.77
	Catalina Convertible (Bucket Seats)	14.90	294.90	227.70
332	SPRINT OPTION: Includes 6 Cyl 270 HP 4 Bbl Engine, 3 Speed Manual Floor Shift, Stabilizer Shaft, Sport Type Shocks, Wheel Opening Mouldings (Tempest Standard & Custom 2 Dr Only) Side Sprint Stripes (Tempest Standard 2 Dr Sedan, LeMans 2 Dr Hardtop & Convertible Only)			
	Tempest Standard & Custom 2 Door	6.72	126.72	102.72
	Tempest Standard & Custom 4 Dr exc Wagons	6.44	121.44	98.44
	LeMans — All 2 Doors	5.88	110.88	89.88
	LeMans 4 Door Hardtop	5.60	105.60	85.60

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS FOR TEMPEST					
For Use with Manual Transmissions					
See Sprint Group for 207 HP OHC 6 Cyl Availability					
ZX	165 HP 230 CID Six 1 Bbl	All exc GTO, without 612		NO	CHARGE
ZS		All exc GTO, with 612		NO	CHARGE
WP	250 HP 326 CID V8 2 Bbl V8	All exc GTO, without 612	5.04	95.04	77.04
WX		All exc GTO, with 612	5.04	95.04	77.04
WR	285 HP 326 CID V8 4 Bbl	All exc GTO & Wagons, without 612	8.44	159.14	129.04
WS	360 HP 389 CID V8 3/2 Bbl	GTO without 612	5.73	113.33	87.53

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
WT	335 HP 389 CID V8 4 Bbl	GTO without 612		NO	CHARGE
WV	360 HP 389 CID V8 3/2 Bbl	GTO with 612	5.73	113.33	87.53
WW	335 HP 389 CID V8 4 Bbl	GTO with 612		NO	CHARGE
For Use with Automatic Transmission					
	165 HP 230 CID 1 Bbl	ZN Code without 612 ZM with		NO	CHARGE
YN	250 HP 326 CID V8 2 Bbl	All Tempest exc GTO without 612	5.04	95.04	77.04
XF		All Tempest exc GTO with 612	5.04	95.04	77.04
YP	285 HP 326 CID V8 4 Bbl without 612	All Tempest exc GTO & Wagons without 612	8.44	159.14	129.04
XE		GTO		NO	CHARGE
XG		All Tempest exc GTO & Wagons with 612	8.44	159.14	129.04
YR	360 HP 389 CID V8 3/2 Bbl	GTO without 612	5.73	113.33	87.53
ENGINE OPTIONS FOR PONTIAC					
For Use with Manual Transmissions					
WB	256 HP 389 CID V8 2 Bbl Heavy Duty Clutch	Catalina & Star Chief 3 Speed exc Wgns (Std on Catalina Wagons)	.46	8.96	6.96
WA	256 HP 389 CID V8 2 Bbl	Catalina & Star Chief exc Wgns		NO	CHARGE
WC	290 HP 389 CID V8 2 Bbl Premium Fuel Engine	Catalina & Star Chief 3 Speed exc Wagons	1.02	20.17	15.62
		Catalina Wagons with 3 Speed	.56	11.21	8.66
WE	333 HP 389 CID V8 4 Bbl & Heavy Duty Clutch	Catalina & Star Chief exc Wagons	2.21	43.61	33.71
		Catalina Wagons	1.75	34.65	26.75
WG	338 HP 421 CID V8 4 Bbl	Bonneville, Grand Prix		NO	CHARGE
		Catalina & Star Chief	5.74	113.64	87.74
		2 plus 2		NO	CHARGE
		Bonneville & Grand Prix	3.99	78.99	60.99
WH	356 HP 421 CID V8 3/2 Bbl	2 plus 2	6.59	130.49	100.79
		Catalina & Star Chief	12.33	244.13	188.53
		Bonneville & Grand Prix	10.58	209.48	161.78
WJ	376 HP 421 CID V8 3/2 Bbl HO	2 plus 2	11.68	231.28	178.58
		Catalina & Star Chief exc Wagons	18.95	375.15	289.65
		Bonneville except Wagons	17.20	340.50	262.90
		Grand Prix	15.67	310.27	239.57
For Use with Automatic Transmissions					
YE	325 HP 389 CID V8 4 Bbl	Catalina & Star Chief without 582	1.75	34.65	26.75
YF		Catalina & Star Chief with 582	1.75	34.65	26.75
		Bonneville, GP		NO	CHARGE
YH	338 HP 421 CID V8 4 Bbl	Catalina & Star Chief	5.74	113.64	87.74
YI		Bonneville & Grand Prix	3.99	78.99	60.99
YJ	356 HP 421 CID V8 3/2 Bbl	2 plus 2		NO	CHARGE
		2 plus 2	6.59	130.49	100.79
		Catalina & Star Chief	12.33	244.13	188.53
		Bonneville & Grand Prix	10.58	209.48	161.78
YK	376 HP 421 CID V8 3/2 Bbl HO	2 plus 2	11.68	231.28	178.58
		Catalina & Star Chief exc Wagons	18.95	375.15	289.65
		Bonneville exc Wagon	17.20	340.50	262.90
		Grand Prix	15.67	310.27	239.57

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
TRANSMISSION OPTIONS — TEMPEST					
77C	3 Spd Manual Floor Shift with 332	207 HP 6 Cyl exc Wagons		NO	CHARGE
77S	3 Spd Manual Full Synchro	All Tempest V8	4.26	84.26	65.06
77W	4 Speed Manual	All Tempest exc 165 HP 6 Cyl	9.31	184.31	142.31
776	4 Speed Manual	All with Sprint Options (NA GTO, Wgns)	9.31	184.31	142.31
778	4 Speed Manual	GTO with 389 CID Engines	9.31	184.31	142.31
77D	Automatic — Calif Only	All Tempest with 326 CID Engine, 582 and 612 exc GTO	9.84	194.84	150.44
77J	Automatic	GTO with 389 CID Engines	9.84	194.84	150.44
77L	Automatic	All Tempest exc GTO & Wagons	9.31	184.31	142.31
77R	Automatic	All Tempest with 326 CID exc GTO	9.84	194.84	150.44
77T	Automatic	All Tempest with 326 HO Eng exc GTO, Wgns	9.84	194.84	150.44
77Y	Automatic	All Tempest with 165 HP 6 Cyl	9.31	184.31	142.31
TRANSMISSION OPTIONS — PONTIAC					
77A	3 Speed Manual	All		NO	CHARGE
77H	3 Speed Floor Shift	Catalina & SC with 472, 2 plus 2, GP		NO	CHARGE
77B-G	4 Speed	All	11.44	226.44	178.84
77-F-K-M-P-V	Turbo Hydramatic	All	11.44	226.44	178.84
POWER ASSIST OPTIONS					
502	Brakes, Wonder Touch	All Tempest	2.10	41.60	32.10
		All Pontiac	2.10	42.10	32.10
422	Decklid, Remote Control	All exc Wagons	.64	12.64	9.74
541	Door Locks	All Pontiac 2 Door	2.23	44.73	34.13
		All Pontiac 4 Door	3.42	68.42	52.22
561	Seat, Bench 4 Way	All Tempest with Bench Seat	3.51	69.51	53.71
561	Seat, Bench 6 Way	All Pontiac with Bench Seat	4.79	94.79	73.19
564	Seat, Left Bucket 4 Way	All with Bucket Seats	3.51	69.51	53.71
501	Steering, Wonder Touch	All Tempest	4.79	94.79	73.19
		Catalina & 2 plus 2	4.73	94.73	72.23
		Star Chief, Bonneville & Grand Prix	5.25	105.25	80.25
542	Top	Tempest Custom Convertible	2.66	52.66	40.66
542	Window, Tailgate	Tempest Wagons	1.33	26.33	20.33
		Catalina 2 Seat Wagon	1.58	31.18	24.08
551	Windows	All Tempest	5.05	100.05	77.25
		All Pontiac	5.25	104.00	80.25
552	Windows, Vent	Bonneville & GP with 551	2.63	52.03	40.13
HEATING & AIR CONDITIONING					
582	Air Conditioner, Custom	All Tempest	18.20	343.20	278.20
		All Pontiac	21.28	421.28	325.28
581	Automatic Temperature Control	All Pontiac with 582	3.19	63.19	48.79
374	Defogger, Rear Window	All exc Wagons & Convertibles	1.06	21.06	16.26
584	Heater (Credit if Deleted)	All Tempest exc with 582	(3.76)	(71.76)	(57.48)
584	Heater (Credit if Deleted)	All Pontiac exc with 582	(4.57)	(91.57)	(69.82)
RADIO OPTIONS					
341	Antenna, Power	All Except Tempest Wagons	1.47	29.12	22.47
348	AM Manual Antenna	All Tempest	2.66	52.66	40.66
342	AM Pushbutton with Antenna	All Tempest	3.09	61.09	47.19
		All Pontiac	4.39	86.89	67.09
348	AM Wonder Bar with Antenna	All Pontiac	6.17	122.17	94.37
344	AM/FM with Antenna	All Tempest	6.76	133.76	103.26
		All Pontiac	7.45	147.45	113.85

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
351	Rear Speaker, Sepera-Phonic	All except Wagons & Convertible	.80	15.80	12.20
		All Wagons	1.05	20.85	16.05
352	Rear Speaker, Verbra-Phonic	All Tempest except Wagon & Conv	2.66	52.66	40.66
TIRE OPTIONS — Tempest					
	6 Cyl Spts & Hardtop Coupes, 4 Door Sedan, without 582 (Air Cond't)				
TAB	6.95 x 14 Rayon WSW		1.44	28.44	21.94
TBA	7.35 x 14 Rayon BSW		.37	7.37	5.67
TBB	7.35 x 14 Rayon WSW		1.97	38.97	30.07
	All with 582 except V8 4 Dr Hardtops, Convertibles, GTO, & Station-wagons				
TBB	7.35 x 14 Rayon WSW		1.60	31.60	24.40
TCA	7.75 x 14 Rayon BSW		.74	14.74	11.34
TCB	7.75 x 14 Rayon WSW		2.34	46.34	35.74
	6 Cyl Spts & Hardtop Coupes, 4 Dr Sedan with Rally Wheels, without 582				
TCA	7.75 x 14 Rayon BSW		1.11	22.11	17.01
TCB	7.75 x 14 Rayon WSW		2.71	53.71	41.41
	V8 4 Dr Hardtops, Convertibles with 582 except GTO; Station Wagons				
TCB	7.75 x 14 Rayon WSW	GTO	1.60	31.60	24.40
				NO	CHARGE
TIRE OPTIONS — Pontiac					
	All except Station Wagons or with Air Conditioning				
TDB	8.25 x 14 Rayon WSW		2.02	39.92	30.82
TEA	8.55 x 14 Rayon BSW		.90	17.90	13.80
TEB	8.55 x 14 Rayon WSW		2.21	43.66	33.71
	Wagons & Cars with Air Conditioning				
TEB	8.55 x 14 Rayon WSW		3.11	61.56	47.51
TRIM OPTIONS					
572	Brougham Trim	Bonneville except Wagon	7.98	157.98	121.98
572	Carpet, Floor	Tempest Standard	.96	18.96	14.66
372	Cover, Spare Wheel	All Tempest except Wagons	.13	2.53	1.93
		All Catalina Exc Wgns or with 331; 2 Plus 2	.15	2.90	2.25
482	Extensions, Exhaust	All Tempest Exc GTO with Dual Exhausts or WR, XG, YP Engine	1.05	20.85	16.05
		All Tempest Exc GTO with Sprint Opt.	.53	10.53	8.13
382	Guards, Door Edge	All 2 Door	.24	4.74	3.64
		All 4 Door	.41	8.16	6.31
381	Instrument Panel, Padded	Catalina, 2 Plus 2 & Star Chief Without 582	.80	15.80	12.20
524	Knob, Custom Gearshift	GTO with 4 Speed or 778 Engine	.19	3.69	2.89
522	Liners, Red Fender	Tempests exc Wagons	1.33	26.33	20.33
SPS	Paint, Solid - Special	All	4.20	83.20	64.20
STT	Paint, Two Tone, Special	All except Convertibles & Tempest Wgns.	5.77	114.27	88.17
		Tempest Wagons	4.82	95.32	73.62
RTT	Paint, Two Tone, Standard	All except Convertibles & Tempest Wagons	1.57	31.07	23.97
		Tempest Wagons	.62	12.12	9.42
424	Skirts, Fender	Catalina 2 Plus 2 & Star Chief exc Wgns or Catalina with Ventura Trim	1.33	26.33	20.33
471	Steering Wheel, Custom Sport	Tempest Std with 064; Custom, Lemans, GTO	1.94	38.44	29.64
		Tempest Std & Cat without 064 or 331	2.13	42.13	32.53
		Catalina with 064 or Ventura; All Other Pontiac	1.41	27.91	21.61

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
462	Steering Wheel, Deluxe	Tempest Standard	.19	3.69	2.89
		Catalina	.71	14.21	10.91
SVT	Top Cordova	All Tempest exc Conv, Wgn, 4 Dr Sdn	4.26	84.26	65.06
		Pontiac 2 Door Hardtops	4.79	94.79	73.19
		Pontiac 4 Door Hardtops	5.32	105.32	81.32
		Pontiac Wagons	6.65	131.65	101.65
454	Wheels, Rally	Tempest Std & Custom with Decor Grp	2.02	40.02	30.92
		All Tempest without Decor Grp	2.87	56.87	43.87
458	Wheel Discs, Custom	Tempest & Custom with 064			
		Catalina with 331 or 064; All other			
		Pontiac	.98	19.48	14.98
		Catalina without 331 or 064 Tempest			
		& Custom without 064. All other			
		Tempest	1.83	36.33	28.03
461	Wheel Discs, Deluxe	Catalina & All Tempest	.85	16.85	13.05
452	Wheel Discs, Wire	Tempest Standard & Custom with 064			
		Catalina with 331 or 064. All			
		Other Pontiac.	2.66	52.66	40.66
		Catalina without 331 or 064, Tempest			
		Standard & Custom without 064. All			
		Other Tempest.	3.51	69.51	53.71
454	Wheel Drums & Hubs, Alum	Catalina with 064 or 331. All other			
		Pontiac.	5.96	117.96	91.06
		Catalina without 064 or 331	6.81	134.81	104.11
	SEAT OPTIONS				
431	Belts, Custom Front & Rear	All 2 Door	.53	10.53	8.13
		All 4 Door exc 3 Seat Wagon	.74	14.74	11.34
		3 Seat Wagons	.90	17.90	13.80
371	Cushion, Custom Foam Front	Tempest & Custom	.40	7.90	6.10
		Catalina, S C, Bonneville	.53	10.43	8.03
438	Harness, Shoulder - Front 2	All with Std Seat Belts		23.17	
		All with 431	1.33	26.33	20.33
571	Headrests, Applied	All Std Front Bench Seats	2.13	42.13	32.53
		Bucket or Strato Bench Front Seats,			
		Bonneville Cpe & Conv with 572 or			
		GP with Bench Seats	2.66	52.66	40.66
654	Seat, HD Front (Incl 371)	Catalina Wagons	.44	8.74	6.74
		Tempest Std exc Wgn, Catalina 4 Dr			
		Sedan	.74	14.74	11.34
		Catalina 2 Door Sedan	1.90	37.70	29.10
494	Seat, Split Back Second	Pontiac Wagons	1.86	36.86	28.46
574	Seat, RH Reclining Strato				
	Bucket with Headrest	All with Bucket Seats	4.26	84.26	65.06
574	Seat, RH Reclining Strato				
	Bench with Headrest	Bonneville Cpe & Conv with Brougham			
		Trim & Grand Prix with Bench Seat	4.26	84.26	65.06
562	Seats, Strato Bucket Front	Catalina 2 Dr HT & Conv w/o 331	11.97	236.97	172.71
		Bonneville 2 Door, Convertible	5.75	113.75	87.85
	LIGHT OPTIONS				
412	Light, Ashtray & Cigar Lighter	All Tempest	.15	3.05	2.35
402	Light, Glove Box	All Tempest	.14	2.79	2.14
411	Light, Instrument Panel				
	Courtesy	All Tempest exc Convertibles	.21	4.21	3.21
524	Light, Low Fuel Warning	All Pontiac	.32	6.32	4.92
401	Light, Luggage	All Tempest exc Wagons	.18	3.48	2.68
414	Lamp, Parking Brake	All Tempest	.25	4.85	3.75
404	Lamp, Roof Rail & Reading	All exc Conv & Bonn & Star Chief 4 Dr			
		Hardtop	.69	13.59	10.49

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
404	Lamp, Roof Rail & Reading	Bonneville & Star Chief 4 Dr Hdtp	.53	10.53	8.13
421	Lamp, Underhood	All Tempest	.18	3.48	2.68
421	Lamp, Underhood Utility	All Pontiac	.35	6.95	5.35
521	Switch, Hazard Warning Flasher	All	.59	11.59	8.99
534	Switch, Rear Door Jamb	All Tempest with 4 Doors, Catalina			
		Wgns & 4 Dr Sdn, Star Chief 4 Dr Sdn	.16	3.16	2.46
	MISCELLANEOUS EQUIPMENT				
612	Air Injection Exhaust Control	All (Requires 614) - Calif	2.26	44.76	34.56
678	Battery, Heavy Duty (61 Amp)	All Tempest exc GTO without 582 or			
		326 HO Engine	.18	3.48	2.68
		(70 Amp)	.27	5.27	4.07
651	Brake Drums, Heavy Duty				
	Aluminum Front	All	2.48	49.08	37.88
512	Carrier, Luggage	Tempest Wagons	3.19	63.19	48.79
		Pontiac Wagons	4.26	84.26	65.06
444	Clock, Electric	All Tempest (NA with 448)	.96	18.96	14.66
		All Catalina & 2 plus 2 (NA with 448)	.79	15.74	12.09
472	Console	LeMans & GTO except 4 Door			
		Hardtop	2.38	47.13	36.38
		Catalina, Bonneville & 2 plus 2 with			
		Bucket Seats	5.32	105.32	81.32
378	Deflector, Rear Window Wind	All Wagons	1.33	26.33	20.33
731	Differential, Saf-T-Track	All Tempest	1.86	36.86	28.46
		All Pontiac	2.10	41.60	32.10
442	Electrocruise & Fuel Warning	All Pontiac with Hydramatic	4.26	84.26	65.06
481	Exhaust, Dual	Tempest V8 Exc Wgns & GTO.			
		Pontiac Exc 2 Plus 2 & GP; (Std on			
		WJ-WR-XG-YK-YP)	1.53	30.23	23.33
514	Fan & Clutch, HD Seven Blade				
	(Included with Engines WJ & YK				
	NA266 with Hydramatic)	Tempest with 326 CID without 582			
		Except GTO; All Pontiac except			
		Grand Prix with Hydramatic	.80	15.80	12.20
		GTO without 582	.15	3.05	2.35
591	Gear Adapter, Speedo	All	.56	11.06	8.56
531	Glass, Soft Ray, All Windows	All Tempest	1.54	30.54	23.54
		All Pontiac	2.10	42.10	32.10
532	Glass, Soft Ray Windshield	All Tempest	.99	19.49	15.09
		All Pontiac	1.41	28.11	21.61
494	Horns, Dual	Tempest Standard	.21	4.21	3.21
671	Ignition, Transistorized	All Premium Fuel Engines without			
		582	3.19	63.14	48.79
		All Premium Fuel Engns with 582	3.72	73.67	56.92
448	Instrument Cluster with				
	Tachometer & Rally Gauge	All Tempest	4.26	84.26	65.06
448	Instrument Cluster, Custom				
	Gauge (NA with 581)	Catalina & 2 Plus 2 (Includes Clock)	1.86	36.81	28.36
		Star Chief, Bonneville, Grand Prix	1.06	21.06	16.26
631	Mats, Front Floor, Pair	All	.31	6.11	4.71
632	Mats, Rear Floor, Pair	All with Front Floor Mats	.29	5.69	4.39
392	Mirror, Inside Non-Glare	All	.21	4.16	3.21
394	Mirror, Outside Left Remote				
	Control	All	.37	7.37	5.67
391	Mirror, Visor Vanity	All	.08	1.68	1.28
664	Regulator, Transistorized	All without Air Conditioning (582)	.53	10.53	8.13
441	Safeguard Speedometer &				
	Fuel Warning	All	.80	15.80	12.20

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
634	Shocks, Superlift Rear	All	2.00	39.50	30.50
621	Springs, Shocks & Stabilizer Bar	All without 332 exc GTO & 2 plus 2	.47	9.32	7.17
		GTO & 2 Plus 2 & All with 332	.19	3.74	2.89
511	Steering, Quick	All Tempest Except with Power Steering	.53	10.53	8.13
504	Steering Wheel, Tilt	All with Power Steering except with Column Shift Manual Trans.	2.13	42.13	32.53
511	Tachometer	All Pontiac exc Std on Grand Prix with 4 Spd Trans	2.66	52.66	40.66
614	Ventilation, Positive Crankcase	All	.27	5.27	4.07
482	Wheels, Heavy Duty 15 Inch	All Pontiac (Required with 651)	.53	10.53	8.13

OLDSMOBILE



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
OLDSMOBILE F-85 MODELS					
F-85, 155 HP L6 STANDARD MODELS, 204.2" O.L.					
Club Coupe		33307	129.00	2348.00	1902.09
4 Door Sedan		33369	132.00	2401.00	1945.59
Station Wagon		33335	148.00	2695.00	2186.77
F-85, 155 HP L6 DELUXE MODELS, 204.2" O.L.					
Holiday Coupe		33517	138.00	2513.00	2037.45
Holiday Sedan		33539	144.00	2629.00	2132.55
4 Door Sedan		33569	137.00	2497.00	2024.30
Station Wagon		33535	153.00	2793.00	2267.10
F-85, 250 HP V8 STANDARD MODELS, 204.2" O.L.					
Club Coupe		33407	133.00	2418.00	1959.55
4 Door Sedan		33469	136.00	2471.00	2003.05
Station Wagon		33435	151.00	2764.00	2243.23
F-85, VISTA CRUISER, 250 HP V8 STANDARD, 209.1" O.L.					
2 Seat Wagon		33455	161.00	2935.00	2383.64
3 Seat Wagon		33465	169.00	3087.00	2508.28
F-85 VISTA CRUISER, 250 HP V8 CUSTOM, 209.1" O.L. MODELS					
2 Seat Custom Wagon		33855	172.00	3137.00	2549.35
3 Seat Custom Wagon		33865	179.00	3278.00	2664.89
F-85, 250 HP V8 DELUXE MODELS, 204.2" O.L.					
Holiday Coupe		33617	142.00	2583.00	2094.91
Holiday Sedan		33639	148.00	2699.00	2190.01
4 Door Sedan		33669	141.00	2567.00	2081.76
Station Wagon		33635	156.00	2862.00	2323.56

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
F-85 CUTLASS, 320 HP V8 MODELS, 204.2" O.L.					
Sports Coupe		33807	145.00	2633.00	2135.98
Holiday Coupe		33817	152.00	2770.00	2248.28
Supreme		33839	156.00	2846.00	2310.60
Convertible		33867	162.00	2965.00	2408.13
Celebrity Sedan		33869	147.00	2673.00	2168.76
OLDSMOBILE 88 & 98 MODELS					
JETSTAR 88, 260 HP V8, 217" O.L.					
Holiday Coupe		35237	155.00	2983.00	2294.06
Holiday Sedan		35239	159.00	3059.00	2353.50
Celebrity Sedan		35269	152.00	2927.00	2250.25
DYNAMIC 88, 310 HP V8, 217" O.L.					
Holiday Coupe		35637	160.00	3069.00	2357.58
Holiday Sedan		35639	163.00	3144.00	2416.02
Convertible		35667	176.00	3404.00	2619.21
Celebrity Sedan		35669	157.00	3013.00	2313.77
DELTA 88, 310 HP V8, 217" O.L.					
Holiday Coupe		35837	169.00	3253.00	2497.48
Holiday Sedan		35839	172.00	3328.00	2555.92
Convertible		35867	185.00	3588.00	2759.11
Celebrity Sedan		35869	164.00	3160.00	2424.72
STARFIRE, 375 HP V8, 217" O.L.					
Coupe		35457	184.00	3564.00	2740.40
NINETY EIGHT SERIES, 365 HP, 223" O.L.					
Holiday Coupe		38437	214.00	4158.00	3193.13
Holiday Sedan		38439	218.00	4233.00	3251.80
Convertible		38467	228.00	4443.00	3415.80
Town Sedan		38469	204.00	3966.00	3042.99
Luxury Sedan		38669	221.00	4308.00	3310.24
TORONADO, 385 HP V8, 211" O.L.					
Toronado		39487	237.00	4617.00	3548.00
Toronado Deluxe		39687	247.00	4812.00	3700.45

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$30 on F-85, \$50 on Jetstar 88, \$55 on Dynamic 88, \$60 on Delta 88 & Starfire, \$75 on 98 and \$80 on Toronado models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

F-85 STANDARD & VISTA CRUISER

250 CID 6 Cylinder or 330 CID V8 Engine, 3 Speed Manual Transmission, Heater & Defroster, Padded Dash & Visors, Windshield Washer & 2 Speed Wipers, Outside Left Mirror, Backup Lights, Front & Rear Seat Belts, Rubber Floor Mats, Vista 3 Seat Wagon has Foam Padded Front Seat (A66) & Seat Belts for 3rd Seat, Vista Cruisers have HD Clutch, 6.95 x 14 BSW Tires for 6 Cylinder Cars, 7.35 x 14 BSW Tires on V8, 8.25 x 14 BSW Tires on all Vista Cruisers, 7.75 x 14 BSW on Other Wagons

F-85 DELUXE

F-85 Standard Equipment plus: Deluxe Interior (Y67), Carpets (B30), Chrome Rocker & Wheel Opening Moldings (Y68), Deluxe Steering Wheel (N30), Chrome Side Window Frame Moldings (B90); (Chrome Roof Drip Moldings (B80) on 2 & 4 Door Holiday, Foam Padded Front & Rear Seat Cushions (B50 & B52) on Holiday Coupe Only)

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

CUTLASS	Deluxe Series Equipment plus: Special Interior & Exterior Trim, Custom Sport Seat or Vinyl, Bucket Seats except Supreme which has Vinyl Bench Seats, Front & Rear Padded Seat Cushion (B50 & B52), Chrome Roof Drip & Side Window Frame Moldings (B80 & B90), Instrument Panel Lights on Convertible (U29), 7.35 x 14 BSW Tires
CUSTOM VISTA CRUISER	Cutlass Equipment except Bucket Seats plus: Visors for Vista Roof (D26), Special Interior & Exterior Trim, 8.25 x 14 BSW Tires
JETSTAR 88	330 CID V8 Engine, 3 Speed Manual Transmission, Heater & Defroster, Padded Dash & Visors, Windshield Washer & 2 Speed Wipers, Outside Left Mirror, Backup Lights, Front & Rear Seat Belts, Carpeting, Parking Brake Signal Light, Ashtray Light, Jetstar Interior & Exterior Trim, 7.75 x 14 BSW Tires
DYNAMIC 88	Jetstar 88 Series Equipment plus: 425 CID V8 Engine, Special Dynamic 88 Interior & Exterior Trim, Wheel Discs (P01), 8.25 x 14 BSW Tires
DELTA 88	Dynamic 88 Series Equipment plus: Special Luxury Delta Trim for Interior & Distinctive Chrome Exterior Trim, Fold-Down Center Armrest, Foam Padded Front Seat (B50), Rear Padded Foam Seat (B52) except Model 5869, Deluxe Steering Wheel (N30), Instrument Panel Courtesy Lights (U29), 8.25 x 14 BSW Tires
STARFIRE SERIES	Delta 88 Equipment plus: Electric Clock, Strato Bucket Seats or Vinyl Bench Seats, Console Starfire Interior & Exterior Trim, Dual Exhausts, Glove Box Light
98 SERIES	Delta 88 Series Equipment plus: Turbo-Hydramatic Transmission, Power Steering & Brakes, 2 Way Power Seat & Power Windows on all Models except 8469, Electric Clock, Deluxe Seat Belts with Retractors, Glove Box Light (Y60), 8.55 x 14 BSW Tires
TORONADO	Jetstar 88 Equipment plus: 425 CID V8 Engine, Turbo-Hydramatic Transmission, Dual Exhausts, Power Steering & Brakes, Deluxe Steering Wheel, Foam Padded Seats, Electric Clock, Carpeting, Instrument Panel, Courtesy Lights, Glove Box Light, Strato Bench Seats & Wheel Trim Rings Standard on Toronado Deluxe

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
FOR OLDSMOBILE GROUPS ONLY				
NOTE PLEASE: Prices of Groups are Based on AM Deluxe Radio (U63)				
For Super Deluxe Signal Seeker AM Radio (U65) Add to Group Price				
For AM-FM (U69)		1.78	35.28	27.28
For AM-FM Signal Seeker (U59) - Toronado Only		3.06	60.56	46.76
		4.39	86.89	67.09
ACCESSORY GROUP ONE (1) For F-85:				
Includes Glare Proof Rearview Mirror (D31), Deluxe Steering Wheel (N30), Deluxe Radio (U63), Visor Vanity Mirror, Luggage Compartment Light, Glove Box Light, Ash Tray Light				
GROUP 1	F85 Std Club Cpe & 4 Dr Sedan	4.51	90.26	69.01
GROUP 1 except Luggage Compartment Light	F85 Std Wgn & Std Vista Cruisers	4.43	88.58	67.73
GROUP 1 except Luggage Compartment Light & Dlx Steering Wheel	F85 Deluxe Wagons	3.77	75.42	57.57
GROUP 1 except Deluxe Steering Wheel	F85 Deluxe except Wagons	3.85	77.10	58.85
GROUP 1 except Dlx Steering Wheel & Ash Tray Light	Cutlass	3.75	75.00	57.25
GROUP 1 except Dlx Steering Wheel & Ash Tray Lamp & Luggage Compartment Light	Custom Vista Cruisers	3.66	73.31	55.96

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
ACCESSORY GROUP ONE (1) For 88-98 & TORONADO:				
Includes Underhood Lamp in Addition to Items in F85 Group 1; (Ash Tray & Parking Brake Signal Lights are Standard on All Models)				
GROUP 1	Jetstar 88, Dynamic 88	5.71	113.96	87.31
GROUP 1 except Deluxe Steering Wheel	Delta 88	4.99	99.74	76.29
GROUP 1 except Dlx Steering Wheel & Glove Box Light	Starfire	4.84	96.79	74.04
GROUP 1 except Inside Glareproof Mirror, Dlx Steering Wheel, Glove Box Light (Includes Power Trunk Release)	98	5.30	99.70	81.00
GROUP 1 except Dlx Steering Wheel, Glove Box Light (Includes Power Trunk Release)	Toronado	5.48	109.43	83.78
GROUP 1 except Dlx Steering Wheel, Glove Box Light, Includes Power Trunk Release, Courtesy & Door Warning Lights	Toronado Deluxe	6.15	122.60	93.95
ACCESSORY GROUP TWO (2) For F-85:				
Includes Visor Vanity Mirror, Luggage-Glove Box & Ash Tray Lights, Glareproof Mirror, Deluxe Steering Wheel, Deluxe Radio (U63), Electric Clock (U35), Power Trunk Lid Latch (A91), Parking Brake Signal Light (U40) & Instrument Panel Courtesy Lamps (U29)				
GROUP 2	F-85 Standard Club Coupe	6.37	127.02	97.37
GROUP 2	F-85 Standard 4 Door Sedan	6.58	131.03	100.48
GROUP 2 except Power Trunk Lid Latch & Luggage Compartment Light	F-85 Standard Wagon & Vista	5.86	116.71	89.46
GROUP 2 except Dlx Steering Wheel	F-85 Deluxe Holiday Coupe	5.71	113.86	87.21
GROUP 2 except Dlx Steering Wheel	F-85 Deluxe 4 Doors exc Wagons	5.92	117.87	90.32
GROUP 2 except Dlx Steering Wheel, Power Trunk Lid Latch, Luggage Compartment Light	F-85 Deluxe Wagons	5.20	103.55	79.30
GROUP 2 except Dlx Steering Wheel & Ash Tray Light	Cutlass Sports & Holiday Coupes	5.61	111.76	85.61
GROUP 2 except Dlx Steering Wheel & Ash Tray Light	Cutlass 4 Doors	5.82	115.77	88.72
GROUP 2 except Dlx Steering Wheel, Power Trunk Lid Latch, Luggage Compartment Light & Ash Tray Light	Custom Vista Cruisers	5.09	101.44	77.69
GROUP 2 except Instrument Panel Courtesy Lights, Dlx Steering Wheel, Ash Tray Light	Cutlass Convertible	5.39	107.34	82.19
ACCESSORY GROUP TWO (2) For 88-98 Olds:				
Includes Underhood Lamp in Addition to Items in F-85 Group 2; (Ash Tray & Parking Brake Signal Lights are Std on all Models)				
GROUP 2	Jetstar 88, Dynamic 88 exc Convertible	7.58	150.83	115.78
GROUP 2 except Instrument Panel Courtesy Lights	Dynamic 88 Convertible	7.15	142.40	109.25
GROUP 2 except Dlx Steering Wheel, Instrument Panel Courtesy Lights	Delta 88	6.43	128.18	98.23
GROUP 2 except Dlx Steering Wheel, Instrument Panel Courtesy Lamps & Glove Box Lamp, Electric Clock	Starfire	5.48	109.43	93.78

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
Y60				
MIRROR & LIGHT PACKAGE: Includes Visor Vanity Mirror, Luggage-Glove Box-Underhood-Ash Tray Lights (Price Difference Due to Model Having One or More Items as Standard Equipment)				
	F-85 Std & Deluxe exc Wagons	.42	8.42	6.42
	F-85 Wagons exc Custom Vista	.34	6.74	5.14
	F-85 Cutlass	.32	6.32	4.82
	F-85 Custom Vista Cruisers	.23	4.63	3.53
	Jetstar, Dynamic 88, Delta 88	.42	8.42	6.42
	Starfire, 98, Standard Toronado	.27	5.47	4.17
	Deluxe Toronado Includes Courtesy & Door Warning Lights	.94	18.64	14.34

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS - V8's - Add to Base V8 Price					
L73	310 HP 330 CID - Regular Fuel Quadrajet	Cutlass Other F-85	1.70	NO 33.70	CHARGE 26.00
L74	320 HP 330 CID Premium Quadrajet (Std Cutlass)	All F-85 exc Cutlass	1.70	33.70	26.00
L74	320 HP 330 CID Quadrajet	Jetstar 88	1.70	33.70	26.00
L74	365 HP 425 CID Quadrajet	Dynamic & Delta 88	1.86	36.86	27.86
L75	375 HP 425 CID 4 Bbl HC & Dual Exhausts	Delta 88 98	5.05 3.19	100.05 63.19	77.25 48.79
L76	Police Apprehender V8 (with B01 or B07 Only)	Cutlass exc Convertible Deluxe & Vista Wagons	.27 1.70	5.27 33.70	4.07 26.00
L77	Police Apprehender V8 (with B01 or B07 Only)	Cutlass exc Convertible Deluxe V8 exc Wagons Dynamic & Delta 88 exc Conv	5.11 6.81 2.13	101.11 134.81 42.13	78.11 114.11 32.53
B01	City Police Apprehender Equipment (Dynamic & Delta 88 Must Have HD Turbo Trans)	F-85 exc Cutlass Convertible Jetstar, Dynamic, Delta exc Conv	.55 .59	10.75 11.59	8.35 8.99
B07	Highway Police Apprehender Equipment (Dynamic & Delta 88 Must Have HD Turbo Trans)	2 & 4 Door Sdns exc 3307 & Cutlass Dynamic & Delta 88 exc Conv	.67 1.06	13.27 20.96	10.27 16.16
L78	High Performance 4-4-2 Pkg: 350 HP 400 CID 4 Bbl V8, Dual Exhausts, & D Front & Rear Springs, Shocks, Stabilizer Bars, 20:7 Ratio Steering, Emblems & Grill, Red Line or Whitewall Tires	Models 3407 and 3617 Cutlass Coupes & Conv	9.41 7.71	186.41 152.71	143.91 117.91
TRANSMISSION OPTIONS					
M14	3 Speed HD Manual Fully Synchronized, Floor Shift	F-85-V8 w/o 4-4-2 except Wagons F-85 with 4-4-2 except Wagons	4.26 2.13	84.26 42.13	65.06 32.53
M20	4 Speed Manual, Wide Ratio	All F85 All 88's & Starfire (Lansing)	9.31 11.44	184.31 226.44	142.31 174.84

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
M21	4 Speed on Floor Manual, Close Ratio	F-85 with G93 or G94	9.31	184.31	142.31
M31	Jetway Fixed Stator	All F-85 6 Cyl	9.31	184.31	142.31
M32	Jetaway, Special Duty	F-85 with L77 or L78 exc Wagons	10.37	205.37	158.57
M33	Jetaway Variable Vane	F-85 V8 without L76, L77, L78, Jetstar without B01	10.37	205.37	158.57
M34	Jetaway, Heavy Duty	F-85 without L77 or L78 (Req with L76)	10.91	215.91	166.71
M40	Turbo Hydramatic	All 88's & Starfire	11.97	236.97	182.97
M41	Turbo Hydramatic, Heavy Duty (Mandatory with B01 or B07)	Dyn 88, Delta 88 Starfire 98 Series	12.77 .80	252.77 15.80	195.17 12.20
Y73	Automatic Transmission Control, Heavy Duty	All V8 Engines	.27	5.27	4.07
POWER ASSIST OPTIONS					
J50	Brakes, Pedal Ease	F-85, Jetstar 88 Dynamic & Delta 88, Star Fire	2.10 2.10	41.60 42.10	32.10 32.10
K30	Cruise Control - Power Brakes & Auto Trans Required	Oldsmobile F85	4.52 2.10	89.52 41.60	69.12 32.10
A93	Locks, All Doors	Oldsmobile 2 Door Oldsmobile 4 Door	2.23 3.42	44.73 68.42	34.13 52.22
A98	Locks, Rear Door	88 Series 4 Door exc with A31	3.42	68.42	52.22
A41	Seat Adjuster, 4 Way Bench	F-85 with Bench Front Seat	3.51	69.51	53.71
A42	Seat Adjuster, 6 Way Bench	All 88's, SF, 98 Town Sdn, Toronado	4.79	94.79	73.19
A46	Seat Adjuster, 4 Way Left Bucket	98 except Town Sedan	3.40	67.40	52.00
N40	Steering, Roto-Matic	Cutlass Cpe & Conv, Starfire F-85 & Jetstar 88	3.51 4.79	69.51 94.79	53.71 73.19
A91	Trunk Release - (Std Grp 2)	Dynamic & Delta 88, Starfire	5.25	105.25	80.25
A33	Window, Tailgate	All Exc Wagons & Olds w/C48	.64	12.64	9.74
A31	Windows, Side	All Wagons	1.33	26.33	20.33
A31	Windows, Side (Std 98 exc 8469)	F-85 except Standard Models	5.05	100.05	77.25
A32	Windows, Vent	All 88's, SF, 98 Town Sdn, Toronado 98 Only - (A31 Req on 8469)	5.25 2.62	104.00 52.02	80.25 40.12
HEATING AND AIR CONDITIONING					
C61	Air Conditioner, Comfortron	Olds with N40 & Without C48	24.47	484.47	374.07
C60	Air Conditioner, Four Season (Must Have Heater)	F85	18.20	343.20	278.20
C50	Defroster, Rear Window	Olds with Power Steering	21.28	421.28	325.28
C48	Heater (Credit if Deleted)	Olds except Convertible F-85 Without C60 or C61 Olds without C60 or C61	1.06 (3.50) (4.90)	21.06 (71.50) (94.90)	16.26 (57.22) (72.40)
RADIO OPTIONS					
U75	Antenna, Power, Front	Toronado Only	1.47	29.12	22.47
U71	Antenna, Power Rear	All except Toronado	1.47	29.12	22.47
U63	AM Radio	All F-85 without Grps 1, 2 All Oldsmobile without Grps 1, 2	3.25 4.39	64.25 86.89	49.65 67.09
U65	AM Radio, Signal Seeker	All Olds except Toronado	6.17	122.17	94.37
U69	AM/FM Radio	All Olds except Toronado	7.45	147.45	113.85
U59	AM/FM Radio Signal Seeker	Toronado Only	8.78	173.78	134.18
U80	Speaker, Rear Bi-Phonic	All except Cutlass Convertible	.80	15.80	12.20
U84	Speaker, Rear Reverbatone (Includes U80)	All Olds except Toronado	2.66	52.66	40.66
TIRE OPTIONS - F-85 White Side Walls - 14"					
P26	6.95 x 14	6 Cyl except Wagons	1.43	28.43	21.93
	7.35 x 14	V8 except Wagons	1.60	31.60	24.40

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
	7.35 x 14*	6 Cyl except Wagons	1.60	31.60	24.40
	7.75 x 14	V8 2 Doors with L78		NO	CHARGE
	7.75 x 14**	Wagons exc Vista Cruiser	1.60	31.60	24.40
	7.75 x 14*	V8 except Wagons	1.60	31.60	24.40
	8.25 x 14**	Vista Cruisers	2.02	39.92	30.82
P27	15" White Side Walls & Wheels — F-85 (NA with 4-4-2)				
	7.75 x 15 over 6.95 x 14	6 Cyl except Wagons	3.38	76.88	59.38
	7.75 x 15 over 7.35 x 14	V8 except Wagons, Cutlass Conv	3.51	69.51	53.71
	7.75 x 15 over 7.35 x 14*	6 Cyl except Wagons	3.51	69.51	53.71
	7.75 x 15 over 7.75 x 14**	Wagons except Vista Cruisers	2.77	54.77	42.37
	7.75 x 15 over 7.75 x 14*	V8 except Wagons, Cutlass Conv	2.77	54.77	42.37
P30	Oversize White Side Walls F-85 (NA with 4-4-2)				
	7.75 x 14 over 6.95 x 14 BSW	6 Cyl except Wagons	1.97	38.97	30.07
	7.75 x 14 over 7.35 x 14 BSW	V8 except Wagons	2.34	46.34	35.74
T15	Heavy Service White Side Walls - F-85 (NA with 4-4-2)				
	4 Ply 8 Ply Rating				
	7.75 x 14 over 6.95 x 14 BSW	6 Cyl except Wagons	4.91	97.21	75.01
	7.75 x 14 over 7.35 x 14 BSW	V8 except Wagons	4.54	89.84	69.34
	7.75 x 14 over 7.35 x 14 BSW*	6 Cyl except Wagons	4.54	89.84	69.34
	7.75 x 14 over 7.75 x 14 BSW*	V8 except Wagons	3.79	75.09	57.99
	7.77 x 14 over 7.75 x 14 BSW**	Wagons exc Vista Cruisers	3.79	75.09	57.99
T17	8.25 x 14 over 8.25 x 14 BSW**	Vista Cruisers	4.86	96.21	74.26
P28	15" Black Side Walls & Wheels — F-85 (NA with 4-4-2)				
	7.75 x 15 over 6.95 x 14 BSW	6 Cyl except Wagons	2.29	45.29	34.99
	7.75 x 15 over 7.35 x 14 BSW	V8 except Wagons, Cutlass Conv	1.91	37.91	29.21
	7.75 x 15 over 7.35 x 14 BSW*	6 Cyl except Wagons	1.91	37.91	29.21
	7.75 x 15 over 7.75 x 14 BSW**	Wagons exc Vista Cruisers	1.17	23.17	17.87
	7.75 x 15 over 7.75 x 14 BSW*	V8 except Wagons, Cutlass Conv	1.17	23.17	17.87
P29	Oversize Blackwall Tires — F-85 (Std with Air Conditioning, NA w/ 4-4-2)				
	7.35 x 14 over 6.95 x 14 BSW	6 Cyl except Wagons	.37	7.37	6.07
	7.75 x 14 over 7.35 x 14 BSW	V8 except Wagons	.74	14.74	11.34
	* With Air Conditioning ** With or Without Air Conditioning				
	TIRE OPTIONS — Oldsmobile Standard Size White Side Walls 14"				
P26	7.75 x 14	Jetstar 88	1.60	31.60	24.40
	8.25 x 14	Dynamic, Delta, Starfire	2.02	39.92	30.82
	8.25 x 14*	Jetstar 88	2.02	39.92	30.82
	8.55 x 14	98	2.20	43.65	33.70
	8.55 x 14*	Dynamic, Delta, Starfire	2.20	43.65	33.70
	8.85 x 14*	98	2.46	48.76	37.66
	8.85 x 15**	Toronado	2.46	48.76	37.66
P30	Oversize White Side Wall — Olds				
	8.25 x 14 over 7.75 x 14 BSW	Jetstar 88	2.55	50.55	39.05
	8.55 x 14 over 8.25 x 14 BSW	Dynamic, Delta, Starfire	3.11	61.56	47.51
	8.55 x 14 over 8.55 x 14 BSW	98	3.63	71.93	55.53
Q14	Heavy Service White Side Walls — Olds (4 Ply 8 p.r.)				
	8.55 x 14 over 8.55 x 14 BSW*	Dynamic, Delta, Starfire	5.28	104.63	80.78
	8.55 x 14 over 8.55 x 14 BSW	98	5.28	104.63	80.78
	8.55 x 14 over 8.85 x 14 BSW*	98	4.12	81.47	62.92
T15	Heavy Service White Side Walls — Olds (4 Ply 8 p.r.)				
	7.75 x 14 over 7.75 x 14 BSW	Jetstar	3.79	75.09	57.99
T17	8.15 x 14 over 8.25 x 14 BSW*	Jetstar	4.86	96.21	74.26
	8.25 x 14 over 8.25 x 14 BSW	Dynamic, Delta, Starfire	4.86	96.21	74.26

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
P28	15" Black Side Walls & Wheels — Oldsmobiles				
	8.45 x 15 over 7.75 x 14 BSW	Jetstar	1.11	22.11	17.01
	8.45 x 15 over 8.25 x 14 BSW*	Jetstar	.84	16.84	12.84
	8.45 x 15 over 8.55 x 14 BSW	98 (Credit)	(.90)	(17.90)	(13.80)
	8.45 x 15 over 8.55 x 14 BSW*	Dynamic, Delta, Starfire (Credit)	(.90)	(17.90)	(13.80)
P29	Oversize Black Side Walls — Oldsmobile (Std with Air Conditioning)				
	8.25 x 14 over 7.75 x 14 BSW	Jetstar	.74	14.74	11.34
	8.55 x 14 over 8.25 x 14 BSW	Dynamic, Delta, Starfire	.90	17.90	13.80
	8.55 x 14 over 8.55 x 14 BSW	98	1.17	23.17	17.87
	* With Air Conditioning ** With or Without Air Conditioning				
P14	15R 8.95 WSW Radial Ply	Toronado Only	3.72	73.72	56.92
Y75	8.45 x 15 HD Tires & Reinforced Wheel & Mounts	Dyna & Delta exc Conv w/B07	11.23	225.23	171.73
	TRIM OPTIONS				
B39	Carpet, Cargo Floor Area	Wagons Only	.80	15.80	12.20
B30	Carpet, Wall to Wall	F-85 Standard (3300 & 3400) Models	.96	18.96	14.66
Y67	Deluxe Interior Equipment:	F-85 Standard & Std Vista (Std on Others)	.99	19.74	15.19
	Includes Deluxe Armrests, Foam Padded Front Seat on Jetstar & Dynamic 88, Interior Chrome Trim, Automatic Door Light	Jetstar 88 & Dynamic 88 Hol Coupes	1.79	35.29	27.29
	Switches on 4 Door, Rear Quarter Lights Price will Vary Due to Some Items Being Std	Jetstar 88 & Dynamic 88 Hol Sedans	1.92	37.92	29.32
		Jetstar 88 & Dynamic 88 Celeb Sdms	.80	15.80	12.20
		Dynamic 88 Convertible	1.49	29.49	22.79
		Delta 88 Convertible	.90	17.85	13.80
B93	Chrome Door Edge	All 2 Door	.24	4.74	3.64
		All 4 Door	.41	8.16	6.31
B80	Chrome Roof Drip	F-85 & Deluxe exc Wagons, Holiday Cpe & Sedan; Jetstar & Dyn 88 Except Holiday Sedan & Conv	.64	12.64	9.74
B90	Chrome Side Window Frame	F-85 Standard, Std Vista; Jetstar & Dyna Celeb Sedan	1.06	21.06	16.26
Y68	Chrome Rocker & Wheel Opening	F-85 Standard, Std Vista	1.60	31.60	24.40
B85	Chrome Side Window Sill (B80 Required on Jet & Dyn 88 Holiday Cpe)	All F85, Jetstar, Dynamic, Delta	.93	18.43	14.23
D99	Paint, Two Tone	F-85 Exc Wgn & 98 Exc Conv.	1.33	26.33	20.33
D99	Paint, Two Tone	Wagons	.81	16.11	12.41
C08	Roof, Vinyl Cover - Includes B80 on 3307, 3407; B80 & B85 on 5237, 5637; B85 on 5837	Cutlass Supreme	3.72	73.72	56.92
		F-85 Holiday & Sports Coupes	4.26	84.26	65.06
		Delta 88 Holiday Coupe	4.79	94.79	73.19
		F-85 Club Coupes	4.89	96.89	74.79
		Jet & Dyn 88 Hol Cpe, 98 exc Twn Sedan & Convertible	5.32	105.32	81.32
N30	Steering Wheel, Deluxe	F-85 Standard (3300 & 3400) Models	.66	13.16	10.16
		Jetstar 88 & Dynamic 88 Models	.72	14.22	11.02
Y77	Trunk Equipment, Deluxe	Olds exc 98 Lux Sdn & Toronado	.59	11.59	8.99
P05	Wheels, 14" Chrome Super Stock	F-85 V8 Except Wagons	4.47	88.47	68.27
N98	Wheels, Chrome Open Spider With Trim Rings	Toronado except Deluxe	4.52	89.52	69.12
		Toronado Deluxe	3.59	71.09	54.89
P01	Wheel Discs 14" (NA P27, P28)	All F-85 & Jetstar 88	.85	16.85	13.05
P02	Wheel Discs, Deluxe 14" (NA P27, P28)	All F-85 & Jetstar 88	2.35	46.35	35.85
		All Olds except Jetstar 88	1.49	29.49	22.79

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
P06	Wheel Trim Rings 15"	All exc Vista Cruisers, Cutlass Conv, Toronado Toronado Std (Std on Deluxe)	.56 .93	11.06 18.43	8.56 14.23
N95	Wire Wheels, Simulated (NA P21, P28)	All F-85 & Jetstar 88 Dynamic 88, Delta 88, Starfire	3.51 2.66	69.51 52.66	53.71 40.66
SEAT OPTIONS					
A69	Backrest, Reclining Strato Bench (Passenger Side Only)	Starfire w/Strato Bench & Toronado Deluxe	1.60	31.60	24.40
A70	Backrest, Reclining Strato Bucket (Passenger Side Only)	Cutlass 2 Doors & Starfire with Bucket Seats	1.60	31.60	24.40
A39	Belts, Deluxe Front & Rear Front Retractable	All except 3 Seat Wagons	.53	10.53	8.13
A39	Belts, Deluxe Front & Rear Seats Front Retractable & 2nd Seat on All Vista 3-Seat	3 Seat Wagons	.48	9.48	7.28
B50	Cushion Foam Padded Front Seat (Included in Y67 on Jetstar & Dynamic)	F-85 Standard & Deluxe exc Hol Cpes Jetstar 88 & Dynamic 88	.48 .59	9.48 11.64	7.28 8.99
B52	Cushion Foam Padded Rear Seat (NA with A66)	F-85 Standard & Dlx exc Hol Coupes & 2 Seat Vista Jet 88 & Dyn 88 4 Door; Delta 88 Celeb Sedan	.53 .62	10.53 12.32	8.13 9.52
B52	Cushion, Foam Padded Third Seat	3 Seat Vista Cruiser (Std Custom)	.27	5.27	4.07
A85	Harness, Shoulder, Front 2	All with Deluxe Seat Belts (A39)	1.33	26.33	20.33
A81	Headrests, Dual - For Bucket or Bench	Cutlass exc Supreme, Starfire, Toronado Dlx	2.66	52.66	40.66
A82	Headrests, Dual - For Standard Bench Seats (3817 & 3867 Require A65, 3807 Requires A52)	All except Starfire & Dlx Toronado	2.13	42.13	32.53
A52	Seat, Bench Front (Credit)	Cutlass Sport Coupe	(3.46)	(68.46)	(52.86)
A65	Seat, Custom Sport	Cutlass Hol. Cpe or Conv		NO	CHARGE
A75	Seat Heavy Duty Front	Wagons	.48	9.48	7.28
A74	Seats, Heavy Duty Front & Rear	F85 Standard 4 Door Sedans, Jetstar 88, Dynamic 88, 4 Doors	.77	15.27	11.77
A66	Seat, Second, Divided & Foam Padded (Std 3-S Cust Vista)	Wagons Except 3 Seat Custom Vista	1.81	35.81	27.61
A53	Seat, Strato Bench Front	Starfire		NO	CHARGE
LIGHT OPTIONS					
T87	Cornering Lights	Oldsmobile Except Jetstar	1.86	36.86	28.46
U29	Courtesy Lights, Instrument Panel	F-85 2 Doors except Convertible F-85 4 Doors	.43 .22	8.43 4.42	6.53 3.42
U29	Courtesy Lamps Instrument Panel & Map Lamps	Jetstar 88, Dynamic 88 exc Conv	.43	8.43	6.53
U40	Parking Brake Signal Lamp	All F-85	.20	3.90	3.00
U90	Roof Flasher Wiring and Reinforcement	F-85 Standard & Dlx 4 Doors except Vistas, Jet 88 & Dyn 88 4 Doors	.85	16.85	13.05
U91	Roof Flasher Wiring	F-85 Standard & Dlx except Vistas, Jetstar 88 & Dynamic 88 exc Conv.	.30	5.90	4.60
U15	Safety Sentinel	Olds exc Toronado or with B01, B07	.48	9.48	7.28

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
U89	Trailer Electrical Wiring Harness	All	.53	10.53	8.13
Y60	Combination Courtesy & Door Warning Light, Luggage - Underhood Lights, Visor Vanity Mirror	Toronado Deluxe	.94	18.64	14.34
MISCELLANEOUS EQUIPMENT					
K19	Air Injection Reactor System Not Req with Synchromesh Trans	All Exc L90 Eng (Calif Only-Req'd)	2.23	44.73	34.53
G90	Axle, Performance 3.08 Ratio	F-85 exc Std & Dlx V8		NO	CHARGE
G93	Axle, Performance 3.55 Ratio	All Vistas & Cutlass		NO	CHARGE
		Dynamic, Delta, SF, 98		NO	CHARGE
G94	Axle, Performance 3.90 Ratio	F-85 V8 exc all Vistas or with Air Conditioning or HD Engine Cooling		NO	CHARGE
G95	Axle, Expressway (NA with M20 or M21 Trans or 6 Cyl)				
		2.78 Ratio			
G95	Axle, Expressway	F-85 V8 w/M33, 34 exc All Vistas		NO	CHARGE
G80	Axle, Rear Anti-Spin	Dynamic, Delta, 98		NO	CHARGE
J56	Brakes, Heavy Duty	All F-85 & Jetstar 88	2.13	42.13	32.53
V55	Carrier, Luggage, Chromed	All Olds exc Jetstar 88	2.35	46.60	35.95
U35	Clock, Electric	Police Cars Only	1.31	25.81	20.01
M01	Clutch, Heavy Duty (NA with 4 Bbl Low Compression Eng)	Wagons	3.19	63.19	48.79
D55	Console, Sports (Buckets & Floor Shift Required)	All exc Starfire, 98, Toronado	.80	15.80	12.20
K20	Crankcase Ventilation, Closed Circuit	F-85 V8 exc Std on All Vistas	.27	5.27	4.07
N10	Dual Exhaust System	Cutlass Spts & Hol Cpe & Conv	3.46	68.46	52.86
Y76	Engine Cooling Equipment Heavy Duty (Incl with Air Conditioning)	All exc L90 Eng (Calif Only-Req'd)	.27	5.27	4.07
		F-85 with L73, L74, L76 Eng exc Wagons	1.53	30.23	23.33
B 34	Floor Covering, Heavy Duty Front (3807 Requires A52, 3817, 3867 Req A65)	All F-85 without G94 All Oldsmobile	1.65 1.86	32.65 36.86	25.25 28.46
B35	Rear Floor Covering	F-85 Deluxe, Cutlass, Jetstar 88; Dynamic & Delta 88 exc Conv	.32	6.32	4.92
F35	Frame, Heavy Duty Guard Beam	F-85 Deluxe, Cutlass, Olds Celeb Sedan	.21	4.21	3.21
A01	Glass, Tinted All Windows	F-85 V8 exc Wgns, Hol. Sdn & Supreme	.63	12.53	9.63
		Olds exc Jetstar, Toronado & Conv	.91	18.01	13.91
A02	Glass, Tinted Windshield	All F-85	1.54	30.54	23.54
U89	Harness, Trailer Electrical Wiring	All Olds exc Toronado	2.10	42.10	32.10
G67	Level Control, Automatic	Toronado	2.39	47.39	36.59
P19	Lock, Spare Wheel & Tire	All F-85	.99	19.49	15.09
V56	Luggage Locker, Under Floor	All Olds	1.42	28.12	21.72
		All	.53	10.53	8.13
		All exc with G51, B01, B07 or 4-4-2	3.99	78.99	60.99
		All exc Wagons or with Y77	.27	5.27	4.07
		Vista & Custom Vista Cruisers	.64	12.64	9.74

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
B32	Mats, Front Floor	All exc Toronado	.27	6.77	4.17
		Toronado exc Deluxe	.40	9.90	6.10
		Toronado Deluxe	.25	6.25	3.85
B33	Mats, Rear Floor	All exc Toronado	.27	6.57	4.07
		Toronado	.29	7.29	4.49
B36	Mat, Trunk, Heavy Duty	All F-85 exc Wagons	.40	7.90	6.10
D31	Mirror, Glareproof Rearview	All except 98 (Std 98)	.18	4.43	2.78
D33	Mirror, Outside Remote Control	All	.48	9.48	7.28
G66	Shock Absorbers, Rear				
	Superlift	Toronado Only	1.99	39.49	30.49
G51	Springs, Heavy Duty Rear	All exc Toronado	.19	3.69	2.89
N33	Steering, Column, Tilt Away	All F-85 without Column Shift			
	Synchromesh		2.13	42.13	32.53
N37	Steering Column, Tilt & Telescope	All Olds without Column Shift			
	Synchromesh		3.99	78.99	60.99
N38	Steering, Heavy Duty Manual	All F-85, 88 Series exc Conv	.31	6.31	4.50
U16	Tachometer	F-85	2.66	52.66	40.66
Y77	Trunk Equipment, Deluxe	Olds exc Toronado	.59	11.59	8.99
D26	Visors, Vista Sun Roof (Std Custom)	Std Vista Cruisers Only	.53	10.53	8.13

BUICK



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
SPECIAL, 160 HP V6, 204" O.L.					
2 Door Coupe		43307	129.00	2348.00	1902.09
4 Door Wagon, 2 Seat		43335	148.00	2695.00	2186.77
2 Door Convertible		43367	143.00	2604.00	2112.11
4 Door Sedan		43369	132.00	2401.00	1945.59
DELUXE, 160 HP V6, 204" O.L.					
2 Door Coupe		43507	134.00	2432.00	1971.08
2 Door Sport Coupe		43517	138.00	2504.00	2030.16
4 Door Wagon, 2 Seat		43535	152.00	2783.00	2258.81
4 Door Sedan		43569	137.00	2485.00	2014.58
SKYLARK, 160 HP V6, 204" O.L.					
2 Door Coupe		44307	144.00	2624.00	2128.50
2 Door Sport Coupe		44317	147.00	2687.00	2180.10
4 Door Hardtop Sedan		44339	156.00	2846.00	2310.60
2 Door Convertible		44367	155.00	2837.00	2303.12

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
SPECIAL, 210 HP V8, 204" O.L.					
2 Door Coupe		43407	133.00	2418.00	1959.55
4 Door Wagon, 2 Seat		43435	151.00	2764.00	2243.23
2 Door Convertible		43467	147.00	2671.00	2167.14
4 Door Sedan		43469	136.00	2471.00	2003.05
DELUXE, 210 HP V8, 204" O.L.					
2 Door Coupe		43607	138.00	2502.00	2028.54
2 Door Sport Coupe		43617	142.00	2574.00	2087.62
4 Door Wagon, 2 Seat		43635	156.00	2853.00	2316.27
4 Door Sedan		43669	141.00	2555.00	2072.04
SKYLARK, 210 HP V8, 204" O.L.					
2 Door Coupe		44407	148.00	2694.00	2185.96
2 Door Sport Coupe		44417	151.00	2757.00	2237.56
4 Door Hardtop Sedan		44439	160.00	2916.00	2368.06
2 Door Convertible		44467	159.00	2904.00	2358.15
SKYLARK GRAN SPORT, 325 HP V8, 204" O.L.					
2 Door Coupe		44607	161.00	2956.00	2400.65
2 Door Sport Coupe		44617	164.00	3019.00	2452.25
2 Door Convertible		44667	172.00	3167.00	2573.65
SPORTWAGON, 220 HP V8, 209" O.L.					
4 Door Sportwagon, 2 Seat		44255	166.00	3025.00	2457.49
4 Door Sportwagon, 3 Seat		44265	174.00	3173.00	2578.89
4 Door Custom Sportwagon, 2 Seat		44455	173.00	3155.00	2564.12
4 Door Custom Sportwagon, 3 Seat		44465	180.00	3293.00	2677.23
LeSABRE, 220 HP V8, 217" O.L.					
2 Door Sport Coupe		45237	158.00	3022.00	2320.93
4 Door Hardtop Sedan		45239	161.00	3081.00	2367.05
4 Door Sedan		45269	154.00	2942.00	2258.41
LeSABRE CUSTOM, 220 HP V8, 217" O.L.					
2 Door Sport Coupe		45437	162.00	3109.00	2388.84
4 Door Hardtop Sedan		45439	165.00	3174.00	2439.58
2 Door Convertible		45467	173.00	3326.00	2558.46
4 Door Sedan		45469	158.00	3035.00	2330.94
WILDCAT, 325 HP V8, 220.1" O.L.					
2 Door Sport Coupe - 219.9" O.L.		46437	172.00	3326.00	2546.68
4 Door Hardtop Sedan		46439	175.00	3391.00	2597.42
2 Door Convertible		46467	180.00	3480.00	2667.10
4 Door Sedan		46469	168.00	3233.00	2474.15
WILDCAT CUSTOM, 325 HP V8, 220.1" O.L.					
2 Door Sport Coupe - 219.9" O.L.		46637	183.00	3547.00	2719.38
4 Door Hardtop Sedan		46639	186.00	3606.00	2765.50
2 Door Convertible		46667	191.00	3701.00	2839.80
ELECTRA 225, 325 HP V8, 223.5" O.L.					
2 Door Sport Coupe - 223.4" O.L.		48237	207.00	4032.00	3075.25
4 Door Hardtop Sedan		48239	213.00	4153.00	3169.80
4 Door Sedan		48269	207.00	4022.00	3067.55

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
ELECTRA 225 CUSTOM, 325 HP V8, 223.5" O.L.					
2 Door Sport Coupe - 223.4" O.L.		48437	216.00	4211.00	3215.15
4 Door Hardtop Sedan		48439	222.00	4332.00	3309.70
2 Door Convertible		48467	224.00	4378.00	3345.58
4 Door Sedan		48469	216.00	4201.00	3207.45
RIVIERA, 340 HP V8, 211.3" O.L.					
2 Door Sport Coupe		49487	227.00	4424.00	3404.79

DEALER PREPARATION CHARGE - Factory suggested charge for pre-delivery and post-delivery service is \$30 on Buick Specials, \$55 on LeSabre, \$70 on Wildcat & Riviera and \$100 on Electra 225. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

ON ALL MODELS	Heater & Defroster, Cigarette Lighter, Front & Rear Seat Belts, Front Door Operated Courtesy Light, Upper Padded Instrument Panel, Outside Left Mirror, Dual Speed Windshield Wipers & Washer, Backup Lights, Padded Sun Visors
SPECIAL	225 CID V6 Engine or 300 CID V8 Engine, 3 Speed Fully Synchronized Manual Transmission, Ashtray, 6.95 x 14 BSW Tires on All V6 except Convertible & Wagon Convertible & All V8 Have 7.35 x 14 BSW Tires, Wagons 7.75 x 13 BSW
DELUXE	Special Equipment plus: All Vinyl Interior for all except 4 Door Sedan, Rear Ash Tray, Deluxe Steering Wheel, Rear Armrests, Carpeting, Dual Horns, Custom Bright Exterior Molding (W5)
SKYLARK	Deluxe Equipment plus: Custom Padded Seat Cushions (Q6), Deluxe Wheel Covers (V1), Ashtray & Glove Compartment Lights, Front Interior Courtesy Lights, Vinyl Notchback Front Bench Seat on Skylark 4 Door Hardtop
SKYLARK GRAN SPORT	Skylark Equipment plus: 401 CID V8 Engine & Dual Exhausts, Special Steering, Heavy Duty Suspension, Vinyl Notchback Front Bench Seat, Paint Stripe, Simulated Hood Scoops, Gran Sport Ornamentation, 7.75 x 14 WSW Tires or Red Line Tires
SPORT WAGONS	340 CID V8 Engine, 3 Speed Fully Synchronized Manual Transmission, Front & Rear Ashtrays, Front & Rear Armrests, Ashtray & Glove Compartment Lights, Seat Belts on All 3 Seats in 3 Seat Wagon. (In Addition, Custom Models have Deluxe Steering Wheel (X1), Custom Padded Seat Cushions (Q6), Custom Interior Trim, Custom Bright Exterior Moldings (W6), Tailgate Light, Carpeting in Passenger Area, Vista Dome Sun Shades, 8.25 x 14 BSW Tires, Standard All Models
LeSABRE & LeSABRE CUSTOM	340 CID V8 Engine, 3 Speed Fully Synchronized Manual Transmission, Glove Compartment Light, Smoking Set, Front & Rear Ashtrays, Front & Rear Armrests, Dual Horns, Carpeting. (Custom Models have Custom Interior Trims, Custom Bright Exterior Moldings (W5), Deluxe Steering Wheel & Wheel Covers), Standard Tires Size 8.15 x 15 BSW
WILDCAT & WILDCAT CUSTOM	LeSabre Equipment plus: 401 CID V8 Engine, Custom Bright Exterior Moldings (W5), Wildcat Trim (Wildcat Custom Models have: Custom Interior Trim, Deluxe Steering Wheel, Padded Type Armrests & Custom Headlining, Vinyl Notchback Bench Seats on All 4 Door & Vinyl Strato Bucket Seats on All 2 Doors, Standard Tires Size 8.45 x 15 BSW

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

ELECTRA 225 & ELECTRA 225 CUSTOM 401 CID V8 Engine, Super Turbine Transmission, Power Steering & Power Brakes, Custom Padded Seat Cushions, Electric Clock, Deluxe Steering Wheel, Custom Front Seat Belts with Retractors, Super Deluxe Wheel Covers (V4), License Plate Frame, Dual Front & Rear Armrests & Ashtrays, Carpeting on Doors & Floors, Trunk-Glove Compartment-Map-Door Operated Courtesy & Parking Brake Signal Lights, Glareproof Mirror, Smoking Set, Convertible has Power 2 Way Seat & Power Windows Only; Custom Interior Trim on Custom, Standard Tire Size 8.85 x 15 BSW

RIVIERA 425 CID V8 Engine, Super Turbine Transmission, Power Steering & Power Brakes, Tilt Steering Wheel (S7), Dual Exhausts, Custom Padded Blue, Black or Dove Vinyl Bench Seats or Black Bucket Seats, Custom Front Seat Belts with Retractors, Electric Clock, Carpeting, License Plate Frames, Wheel Covers, Dual Horns, Glareproof Mirror, Front & Rear Ashtrays, Smoking Set, Trunk-Glove Box-Map-Door Operated Courtesy & Parking Brake Signal Lights, Dual Front & Rear Armrests, Standard Tire Size 8.45 x 15 BSW

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
GROUPS FOR SPECIAL				
X2	APPEARANCE GROUP: Includes Deluxe Steering Wheel, Carpeting, (Std on Deluxe, Skylark, GS, Custom Sports Wagon) Special, Sports Wagon	1.60	31.60	24.40
U1	CONVENIENCE GROUP: Includes Glareproof Mirror, Glove Compartment Light, Trunk & Ashtray Lights (Trunk Light Not Available on Wagons), Dual Horns Special Models	.77	15.27	11.77
U2	CONVENIENCE GROUP: Includes Glareproof Mirror, Trunk-Glove Box & Ash Tray Lights (Trunk Light Not Available on Wagons), Electric Clock Deluxe Models	1.37	27.17	20.97
U3	CONVENIENCE GROUP: Includes Glareproof Mirror, Trunk Light & Electric Clock (Trunk Light Not Available on Wagons) Skylark, GS, Sportswagon	1.13	22.43	17.33
07	PROTECTION GROUP: Door Guards & Gasoline Filler Guard Wagons	.57	11.22	8.67
GROUPS FOR BUICK:				
U4	ACCESSORY GROUP: Includes Electric Clock, Trunk Light, License Plate Frame (Standard on Electra & Riviera) LeSabre, Wildcat	1.05	21.05	16.05
K1	SAFETY GROUP: Includes Glareproof Mirror, Safety Buzzer & Courtesy Lights, Parking Brake Signal Light (Safety Buzzer Not Available with Electro-Cruise Control) (Std on Electra & Riviera) LeSabre, Wildcat	1.16	23.16	17.66
A8	WILDCAT GRAN SPORT PERFORMANCE GROUP: Includes High Performance 360 HP 425 CID V8 Engine with 2 x 4 Bbl Carburetion, Cast Aluminum Rocker Arm Cover, Chrome Plated Air Cleaner, Dual Exhausts, Front & Rear Heavy Duty Suspension, Positive Traction Differential, 8.45 x 15 WSW Tires, GS Ornamentation (Available with B2 & C5 or C6) Sport Cpe & Convertible	19.01	381.01	290.51
A8	RIVIERA GRAN SPORT PERFORMANCE GROUP: Includes High Performance 360 HP 425 CID V8 Engine with 2 x 4 Bbl Carburetion, Cast Aluminum Rocker Arm Cover, Chrome Plated Air Cleaner, Dual Exhausts, Ride & Handling Modification, 3.42 Positive Traction Differential, GS Ornamentation, 8.45 x 15 WSW Tires Riviera	15.12	303.12	231.12

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE	ACCESSORY	EXCISE	RETAIL	WHOLESALE
A9	LeSABRE 400 HIGH PERFORMANCE GROUP: Includes High Performance 260 HP 340 CID 4 Bbl V8 Engine, Super Turbine 400 Transmission, Special Ornamentation All LeSabre	13.13	263.13	200.63
A9	WILDCAT GRAN SPORT PERFORMANCE GROUP: Same as A8 except 340 HP 425 CID 4 Bbl V8 Engine Sport Coupe & Convertible	12.71	254.71	194.21
A9	RIVIERA GRAN SPORT PERFORMANCE GROUP: Same as A8 except 340 HP 425 CID 4 Bbl V8 Engine Riviera	8.82	176.82	134.82

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS — Add to Base V8 Price					
A7	260 HP 340 CID, 4 Bbl	All Special Deluxe	1.60	31.60	24.40
A7	260 HP 340 CID, 4 Bbl	All Sport Wagons	1.06	21.06	16.26
A7	260 HP 340 CID, 4 Bbl	LeSabres without 3 Spd Manual	1.32	26.32	20.12
A7	340 HP 425 CID, 4 Bbl	Wildcats without 3 Spd Manual	2.37	47.37	36.17
A9	325 HP 400 CID, 4 Bbl	Skylark GS with B1 & without I6	1.33	26.33	20.33
TRANSMISSION OPTIONS					
B3	4 Speed Manual - Floor Shift	Skylark GS without B4	9.31	184.31	142.31
B1	Super-Turbine	All V6	9.72	194.72	148.52
B1	Super-Turbine	All Special V8 & LeSabres	10.24	205.24	156.54
B2	Super-Turbine	All Wildcats	11.82	236.82	180.62
POWER ASSIST OPTIONS					
C7	Brakes	All exc Electras & Riviera	2.10	42.10	32.10
S6	Cruise Control, Electro	LeSabre, Wildcat, Riviera without K1 & Manual Transmission	3.15	63.15	48.15
		LeSabre, Wildcat, Electra with K1 & without Manual Transmission	2.79	55.79	42.59
		All Special Buick	2.23	44.23	34.13
T2	Locks, Door	All Buick 2 Door	2.23	44.73	34.13
		All Buick 4 Door	3.42	68.42	52.22
Q4	Seat, 6 Way Bench	All Buick exc Electra Convertible	4.73	94.73	72.23
		Electra Convertible	3.36	67.36	51.36
Q5	Seat, 4 Way Tilt Adjuster	All Special	3.51	69.51	53.71
		All Buick exc Electra Convertible	3.47	69.47	52.97
		Electra Convertible	2.10	42.10	32.10
C6	Steering	All Special	4.79	94.79	73.19
		LeSabre	4.73	94.73	72.23
		Wildcats, (Required with Std Trans)	5.25	105.25	80.25
C5	Steering, 15:1 Ratio	All Wildcat 2 Door with A9	6.04	121.04	92.34
		Riviera with A9	.79	15.79	12.09
R4	Top, Convertible	Special Convertible (Std Skylark, GS)	2.66	52.66	40.66
T1	Trunk Release	All Buick	.63	12.63	9.63
Z4	Window, Tailgate	All Wagons	1.33	26.33	20.33
R1	Windows	Deluxe, Skylark, GS, Sportswagons	5.05	100.05	77.25
		All Buick exc Electra Conv	5.25	105.25	80.25
R2	Windows, Vent	All Electra with R1	2.63	52.63	40.13
HEATING & AIR CONDITIONING					
I6	Air Conditioner - Incl: 7.35 x 14 BSW on V6	All Special without I8	18.20	343.20	278.20
		All Buick with Auto Trans without I8	21.00	421.00	321.00
I5	Air Conditioner & Automatic Climate Control	All Buick with Auto Trans without I8	24.15	484.15	369.15

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
I7	Air Conditioner Modification	All Special	.86	17.06	13.16
		All Buick with Auto Trans exc Riviera	1.05	21.05	16.05
M7	Defroster, Rear Window	All Special exc Wagons & Conv	1.06	21.06	16.26
		All Buick exc Conv	1.05	21.05	16.05
I8	Heater (Credit if Deleted)	All Special	(3.50)	(71.50)	(57.20)
		All Buick	(4.90)	(95.90)	(73.20)
RADIO OPTIONS					
D1	AM Sonomatic & Antenna	All Special	3.25	64.25	49.65
		All Buick	4.41	88.41	67.41
D2	AM Sonomatic & Electric Antenna	All Buick	5.68	113.98	86.88
Q4	AM-FM Stereo, Front & Rear Speakers & Electric Antenna	All Buick	13.31	266.81	203.41
D5	AM-FM Radio & Manual Antenna with Electric Antenna	All Special	6.76	133.76	103.26
		All Buick	8.74	175.24	133.64
D6	Rear Seat Speaker	All Special Buicks exc Conv	.84	16.64	12.84
TIRE OPTIONS					
BUICK SPECIAL					
F1	6.95 x 14 WSW 2 Ply 4 PR	V6 exc Wgn, Conv, 4 Dr Hardtop or with I6	1.44	28.44	21.94
F1	7.35 x 14 WSW 2 Ply 4 PR	V6 with I6 exc Wgn, Conv, 4 Dr Hdtp	1.60	31.60	24.40
F1	7.35 x 14 WSW 2 Ply 4 PR	V6 Conv, 4 Dr Hdtp, V8 exc Wgns, GS	1.60	31.60	24.40
F1	7.75 x 14 WSW 2 Ply 4 PR	Wagons except Sportwagons	1.60	31.60	24.40
F1	8.25 x 14 WSW 2 Ply 4 PR	Sportwagons	1.81	35.81	27.61
OVERSIZE TIRES					
F2	7.35 x 14 WSW 2 Ply 4 PR	V6 exc Wgn, Conv, 4 Dr Hdtp or with I6	1.97	38.97	30.07
F2	7.75 x 14 WSW 2 Ply 4 PR	V6 with I6 exc Wgn, Conv, 4 Dr Hdtp	2.34	46.34	35.74
F2	7.75 x 14 WSW 2 Ply 4 PR	V6 Conv 4 Dr Hdtp, V8 exc Wgns, GS	2.34	46.34	35.74
F2	8.25 x 14 WSW 2 Ply 4 PR	Wagons except Sportwagons	2.56	50.56	39.06
F2	8.25 x 14 WSW 2 Ply 4 PR	Skylark Gran Sport	.69	13.69	10.59
F2	8.25 x 14 WSW 4 Ply 8 PR	Sportwagons	4.55	90.05	69.55
F3	7.35 x 14 BSW 2 Ply 4 PR	V6 exc Wgn, Conv, 4 Dr Hdtp or with I6	.37	7.37	5.67
F3	7.75 x 14 BSW 2 Ply 4 PR	V6 with I6 exc Wgn, Conv, 4 Dr Hdtp	.74	14.74	11.34
F3	7.75 x 14 BSW 2 Ply 4 PR	V6 Conv, 4 Dr Hdtp, V8 exc Wgns, GS	.74	14.74	11.34
F3	8.25 x 14 BSW 2 Ply 4 PR	Wagons except Sportwagons	.74	14.74	11.34
F3	8.25 x 14 BSW 4 Ply 8 PR	Sportwagons	2.65	52.35	40.45
F8	7.75 x 14 2 Ply 4 PR Red Line	Skylark G.S.		NO	CHARGE
BUICK REGULAR					
F1	8.15 x 15 WSW 2 Ply 4 PR	All LeSabre	1.93	38.73	29.53
F1	8.45 x 15 WSW 2 Ply 4 PR	All Wildcat & Riviera (Std with A9)	2.11	42.41	32.31
F1	8.85 x 15 WSW 2 Ply 4 PR	All Electra	2.35	47.05	35.85
OVERSIZE TIRES					
F2	8.45 x 15 WSW 2 Ply 4 PR	All LeSabre	2.93	58.73	44.83
F2	8.85 x 15 WSW 2 Ply 4 PR	All Wildcats (Std with A9)	3.46	69.26	52.86
F2	8.85 x 15 WSW 2 Ply 4 PR	Wildcats 2 Dr with A9	1.05	21.05	16.05
F3	8.45 x 15 BSW 2 Ply 4 PR	All LeSabre	.82	16.42	12.52
F3	8.85 x 15 BSW 2 Ply 4 PR	Wildcats exc with A9	1.11	22.31	17.01
F8	8.45 x 14 2 Ply 4 PR Red Line	Wildcats 2 Door with A9		NO	CHARGE

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
TRIM OPTIONS					
Y2	Carpet, Load Floor Area	Custom Sportswagons	.80	15.80	12.20
04	Guards, Door	All Buick 2 Door	.24	4.74	3.64
		All Buick 4 Door	.41	8.16	6.21
		All Special 2 Door	.24	4.74	3.64
		All Special 4 Door exc Wagons	.41	8.16	6.31
W5	Mouldings, Custom Bright Exterior, Body Side & Rear End Panel	Special & Standard Sportswagon	1.33	26.33	20.33
W5	Wheel Opening, Rocker Panel Rear Quarter Panel Extension, Frt Fender Lower Frt Extension	Standard Sportswagon	2.23	44.23	34.13
W5	Belt Reveal	Skylarks, GS	.64	12.64	9.74
W5	Belt Reveal, Wheel Opening, Front Fender Lower Front Extension	Custom Sportswagons	1.70	33.70	26.00
W5	Wheel Opening, Body Side & Rear Quarter Body Extension	LeSabre (Std on Custom)	2.10	42.10	32.10
W6	Roof Drip, Door Window, Center Pillar & Rear Quarter Window Scalps exc 4 Door Sdn (Roof Drip Scalps Incl with Vinyl Top on 2 Dr Coupe)	Special Dlx except Sport Coupe	1.49	29.49	22.79
W6	Roof Drip, Tailgate, Door Window & Center Pillar Scalps	Std Sportswagon (Std on Custom)	2.45	48.45	37.45
W6	Roof Drip & Door Window Frames	LeSabre, LeSabre Custom, 4 Dr Sdn	2.00	40.00	30.50
W6	Belt Reveal & Door Window Frames	Wildcat 4 Door Sedan - 44649	1.95	38.95	29.75
..	Paint, Two Tone & Rear Quarter Belt Reveal Mldg.	All Special exc Wagons & Conv	1.33	26.33	20.33
..		All Buick exc Conv & Riviera	1.32	26.32	20.12
..	Paint, Two Tone	All Wagons	.81	16.11	12.41
..	Paint, Special Order	All Special	3.85	76.25	58.85
		All Buick	4.20	84.20	64.20
X1	Steering Wheel, Deluxe	Special & Std Sptswgn (Std all others)	.67	13.17	10.17
X1	Steering Wheel, Custom	Wildcats & Riviera	2.63	52.63	40.13
..	Top, Vinyl with Rear Quarter Belt Reveal (Incl Roof Drip Mldg on 43507, 43607)	Deluxe, Skylark, GS Coupes & Sport Coupes	4.26	84.26	65.06
..	Top, Vinyl with Rear Quarter Belt Reveal	Skylark 4 Door Hardtop	3.72	73.72	56.92
..	Top, Vinyl & Rear Quarter Belt & Belt Reveal Mldg	LeSabres & LeSabre Custom Hdtps	5.78	115.78	88.28
..	Top Vinyl & Rear Quarter Belt Mldg	Wildcat & Custom Hdtps, Electra & Custom exc Convertible	5.52	110.52	84.32
		Riviera	5.78	115.78	88.28
V2	Wheels, Chrome Plated (N.A. with 6.95 x 14 Tires)	Special, Deluxe, All Wildcats & Riviera	4.47	88.47	68.27
		Skylark, GS, Sportswagons	4.47	89.47	68.27
V1	Wheel Covers, Deluxe	Special & Deluxe	.74	14.74	11.34
		LeSabre (Std Custom)	.95	18.95	14.45
V4	Wheel Covers, Super Deluxe	LeSabre Custom	1.16	23.16	17.66
		LeSabre (Std on Electra)	2.10	42.10	32.10
		Riviera	2.89	57.89	44.19

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
V3	Wheel Covers, Wire	Skylarks, GS, Sportswagons	3.19	63.19	48.79
		LeSabre	3.84	76.84	58.64
		LeSabre Custom & All Wildcats	2.89	57.89	44.19
SEAT OPTIONS					
J1	Belts, Custom, 2 Front Retractable & 2 Rear	Special exc 3 Seat Sportswagons	.53	10.53	8.13
		LeSabres & Wildcats (Std Electra & Riviera)	.53	10.53	8.03
J1	Belts, Custom, 2 Front Retractable, 2 Rear Roll Type & 2 3rd Seat	3 Seat Sportswagons	.69	13.69	10.59
Q6	Cushions, Custom Padded (Std with Bucket Seats)	Special, Deluxe, Std Sportswagons (Std Skylark, GS, Cust Sptswagons)	.80	15.80	12.20
		All LeSabre & Std Wildcat (Std C W'Cat, Electra, Riviera)	1.11	22.11	16.91
J3	Harness, Shoulder - Front 2 & (J1)	All Special exc 44265-44465	1.86	36.86	28.18
		3 Seat Wagons - 44265-44465	2.02	40.02	30.92
		All LeSabre & All Wildcat	1.84	36.84	28.14
J3	Harness, Shoulder - Front 2	Electras & Riviera	1.32	26.32	20.12
IC	Head Rests, Two Front	Buick with Bench Seats	2.10	42.10	32.10
		Special with Bench Seats	2.10	41.60	32.10
ID	Head Rests, Two Front	Buick with Bucket Seats	2.63	52.63	40.13
		Special with Bucket Seats	2.63	51.93	40.13
ZZ	Seat, Divided Rear	All 2 Seat Wagons (Std 3-S Wgn)	1.81	35.81	27.61
..	Seats, Custom Vinyl Bench (Incl Carpets, Custom Head-Lining, Deluxe Arm Rests & Deluxe Sun Visors)	Special 4 Door Sedan	2.39	47.39	36.59
..	Seats, Custom Notchback Vinyl Bench (Incl Deluxe Armrests, Paddle Type Remote Door Handles, Sail Area Courtesy Lights, Inside Roof Side Rail Moulding exc Sport Coupe)	Special Deluxe Coupe & Spt Cpe	4.79	94.79	73.19
..	Cloth & Vinyl Notchback	Special Deluxe Coupe & Spt Cpe	3.03	60.03	47.33
..	Seat, Vinyl Notchback Bench	Skylark 4 Door Hardtop	NO		CHARGE
		All 2 Door Skylark Models	1.86	36.86	28.46
..	Seat, Vinyl Notchback Bench	Electra Custom 4 Door Sedan	1.84	36.84	28.14
..	Seat, Strato Bench Vinyl	Riviera	8.40	168.40	128.40
..	Seat, Strato Bench Cloth & Vinyl	Riviera	8.40	168.40	128.40
..	Seat, Strato Bucket, Vinyl	All 2 Door Skylark Models	4.26	84.26	65.06
		Skylark Gran Sport	2.39	47.39	36.59
		LeSabre Custom & Wildcat Custom			
		2 Door	5.78	115.78	88.28
		Electra Convertible	3.94	78.94	60.24
		Riviera	8.40	168.40	128.40
IA	Seat, Reclining Passenger Bench Includes 2 Front Head Rests	Riviera	4.20	84.20	64.20
IB	Seat, Reclining Passenger Bucket Incl 2 Front Head Rests	Skylarks & GS with Bucket Seats	4.20	83.10	64.20
		Buicks with Bucket Seats	4.20	84.20	64.20
LIGHT OPTIONS					
K2	Cornering Lights	All Buick with Automatic Trans	1.68	33.68	25.68

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
MISCELLANEOUS OPTIONS					
E6	Air Injection Reactor (E2 Req'd) (Calif Only - Req'd)	LeSabres with B1 or A9 Wildcats, Electras, Riviera without A8; Special with B1 exc Skylark Gran Sport	2.23	44.73	34.53
	Axle, Performance - G1, G2, G3	All Special Buicks - Includes G4	2.13	42.13	32.53
G1	Axle, Performance & G4 with A9	All Buick without A9	2.37	47.37	36.17
		All Wildcat Spt Cpe, Riviera V6 & V8 2 Seat Wagon, All Buick exc Riviera		NO	CHARGE
G5	Axle Economy			NO	CHARGE
H3	Automatic Level Control	All Sportswagons	3.99	78.99	60.99
H5	Battery, Heavy Duty	All exc Skylark GS	.37	7.37	5.67
P2	Carpet Savers	All	.27	6.77	4.17
P1	Carpet Savers & Handy Mats	All	.49	12.19	7.49
B4	Console, Operating	2 Dr Skylarks & GS with Auto Trans & Bucket Seats	2.93	57.93	44.73
B4	Console, Operating	Wildcat Custom 2 Dr & Riviera with Auto Trans & Bucket Seats	2.37	47.37	36.17
X3	Console, Non Operating	2 Dr Skylarks, GS with Bucket Seats	1.60	31.60	24.40
B7	Consolette	Skylark GS with Manual Floor Shift & Bucket Seats	1.86	36.86	28.46
E2	Crankcase Ventilation, Closed	All (Calif Only - Req'd with E6)	.27	5.27	4.07
G4	Differential, Positive Traction	All Special Buick (Incl Perf Axle)	2.13	42.13	32.53
		All Buick exc with A9	2.37	47.37	36.17
E1	Exhaust, Dual	LeSabres with A9, Wildcats without Std Trans or A9, All Electras	1.53	30.53	23.33
L1	Glass, Tinted - All Windows	All Special	1.54	30.54	23.54
		All Buick	2.10	42.10	32.10
L2	Glass, Tinted - Windshield	All Special	.99	19.49	15.09
		All Buick	1.42	28.42	21.72
N2	Horn, Four Note	All Buick	.79	15.79	12.09
Y4	Locker, Luggage - with Lock	Sportswagons	.64	12.64	9.74
O5	Mirror, Outside Rear View				
	Remote Control	All Special	.40	7.10	6.10
		All Buick	.40	7.20	6.10
Y3	Rack, Luggage	All Wagons	2.89	57.89	44.19
H2	Springs, Heavy Duty (Incl Front & Rear Springs & Shocks & Heavy Duty Stabilizer)	Special exc Sptwgn & GS	.27	5.27	4.07
H2	Springs, Heavy Duty (Incl Rear Springs, Front & Rear Shocks)	LeSabres, Wildcats without A9, Electras	.19	3.79	2.89
H1	Springs, Trailer - Rear	All Special	.19	3.69	2.89
		All Buick	.19	3.79	2.89
S7	Steering Wheel, Tilt	All Spec exc 3 Spd Column Shift	2.13	42.13	32.53
		All Buick with Automatic Trans & Power Steering exc Riviera	2.10	42.10	32.10
Z1	Sunshades, 2nd Seat & Tailgate Lamp	Sportswagon (Std on Custom)	.96	18.96	14.66
U5	Tachometer	Skylarks with B4 or B7	2.39	47.39	36.59
		Wildcat Cust Spt Cpe, Conv with B4	2.37	47.37	36.17

CADILLAC



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
CALAIS, 340 HP, V8 SERIES, 224" O.L.					
Coupe		68257G	246.00	4986.00	3687.00
Hardtop Sedan		68239N	256.00	5171.00	3826.50
Sedan		68269K	256.00	5171.00	3826.50
DE VILLE, 340 HP, V8 SERIES, 224" O.L.					
Convertible		68367F	275.00	5555.00	4115.60
Coupe de Ville		68357J	264.00	5339.00	3952.90
Hardtop Sedan de Ville		68339B	276.00	5581.00	4135.10
Sedan de Ville		68369L	276.00	5581.00	4135.10
FLEETWOOD, 340 HP, V8 SERIES					
Sixty Special Sedan - 227.5" O.L.		68069M	313.00	6378.00	4716.00
Eldorado Convertible - 224" O.L.		68467E	326.00	6631.00	4925.10
Brougham Sedan - 227.5" O.L.		68169P	330.00	6695.00	4955.00
Seventy-Five Sedan - 244.5" O.L.		69723R	505.00	10312.00	7651.18
Seventy-Five Limousine - 244.5" O.L.		69733S	514.00	10521.00	7808.18

DEALER PREPARATION CHARGE - Factory suggested charge for pre-delivery and post-delivery service is \$90 on Calais, DeVille & El Dorado; \$115 on Fleetwood 60 Special and Brougham Sedans; \$150 on Fleetwood 75 Series. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

CALAIS

429 CID V8 Engine with Turbo-Hydramatic Transmission. Power Steering & Brakes, Heater & Defroster. Front & Rear Retractable Seat Belts, Front Fold Down Center Arm Rests on Coupe & Convertible, Rear Fold-Down Center Arm Rests on Sedans, Cigarette Lighter Front & Rear except Coupe, Electric Clock, Lights: Cornering Lights, Back-up, Courtesy, Glove Box, Luggage Compartment; Non-Glare Inside Rearview Mirror, Outside Remote Control Rearview Mirror, Visor Vanity Mirror, Windshield Washer & 3 Speed Wipers; Safety Door Panel Reflectors, 9.00 x 15 BSW 4 p.r. Tires

DeVILLE SERIES

Calais Series Equipment plus: Front Fold-Down Center Arm Rests on Sedans, Two Rear Cigarette Lighters, Two Way Power Seat Adjuster, Illuminated Safety Door Panels, Power Windows

FLEETWOOD SERIES

DeVille Series Equipment plus: Reading Light on Brougham, 3 Way Soft-Ray Rear View Mirror and Power Window Vents on El Dorado, 60 Special & Brougham Sedans, Automatic Level Control, 9.00 x 15 Whitewall Tires on El Dorado, 75 Series has 8.20 x 15 BSW 8 p.r. Tires

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
POWER ASSIST OPTIONS					
L	Automatic Level Control	DeVille & Calais	3.95	78.95	60.20
C	Cruise Control	All	4.75	94.75	72.25
M	Locks, Door - 2 Door	All 2 Doors	2.25	44.75	34.13
		All 4 Doors except 75 Series	3.45	68.45	52.20
		75 Series 4 Doors	5.80	115.80	88.30
		All	2.60	52.10	39.73
S	Lock, Trunk Release Control	All	2.60	52.10	39.73
Y	Seat Adjuster, 4 Way Bucket Drivers Side	DeVille except 68369L	2.65	52.65	40.15
Y	Seat Adjuster, 6 Way Bench	All Calais	5.55	110.55	84.30
Y	Seat Adjuster, 6 Way Bench	All except Calais, Eldorado & Limousine	4.15	83.15	63.40
N	Vent Windows, Power	All exc Fltwd Sixty, Brougham & El Dorado	3.60	71.60	54.60
X	Windows, Power	All Calais	5.80	115.80	88.30
HEATING & AIR CONDITIONING					
K	Automatic Climate Control	All exc (Standard on 75 Series)	24.15	484.15	369.15
B	Defogger, Rear Window	All exc Convertibles & 75 Series	1.35	26.35	20.10
H	Heater & Defroster (Credit if Deleted)	All exc 75 Series	6.30		34.36
A	Seat Warmer, Front	All exc 75 Series	3.95	78.95	60.20
		75 Series Rear Seat	3.95	78.95	60.20
RADIO OPTIONS					
3	AM Radio	All	8.10	161.60	123.23
4	AM Radio, Rear Control	75 Series Only	12.10	242.10	184.60
2	AM-FM Radio	All	9.40	187.90	143.28
1	AM-FM Stereo, Radio	All exc 75 Series	14.40	287.90	219.53
TIRE OPTIONS					
W	Whitewall Tires	All exc Eldorado & 75 Series	2.85	56.35	42.98
W	Whitewall Tires	75 Series	3.20	63.50	48.43
TRIM OPTIONS					
5	Frame License, Front or Rear	All	.25	5.75	3.77
6	Frame, License Front & Rear	All	.50	11.50	7.54
D	Guards, Door Edge	All 2 Doors	.20	3.95	3.01
		All 4 Doors	.40	7.20	5.50
		Coupe DeVille	6.05	121.05	92.30
		DeVille Hardtop Sedan & Sedan Fleetwood 75 Series	6.85 28.80	136.85 568.80	104.35 433.80
P	Paint, Exterior-Eldorado Firemist	All except Eldorado	6.55	131.55	100.30
P	Paint, Exterior - Special	All except Eldorado	6.55	131.55	100.30
U	Upholstery, Leather (9 Options)	DeVille exc Conv, Fltwd 60 & Brghm Sedan	6.90	137.90	105.15
		DeVille Convertible	4.20	84.20	64.20
		Calais Series	4.72	94.72	72.22
		Fleetwood Sixty & Brougham Sedans	10.50	210.50	160.50
B	Bucket Seats with Console	DeVille with Leather Upholstery exc 68369L	9.20	184.20	140.45
		All	2.65	52.65	40.15
H	Head Rests	All			
R	Recliner with Headrests (Bucket Seats Required)	DeVille exc 68369L, Eldorado	4.20	84.20	64.20
T	Shoulder Straps, 2 Front	All	1.60	31.60	24.10
LIGHT OPTIONS					
Z	Hazard Warning Flasher	All	.60	11.60	8.85
U	Headlamp Dimmer, Automatic	All	2.50	50.00	38.13
J	Twilight Sentinel	All	1.45	28.45	21.70

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
MISCELLANEOUS EQUIPMENT					
V	Air Injection Reactor	All (Calif. Only - Required)	2.25	44.75	34.13
V	Crankcase Ventilator, Closed Positive	All (Calif. Only - Required)	.25	5.25	4.00
G	Differential, Controlled	All	2.65	52.65	40.15
E	Glass, Soft Ray Tinted	All	2.55	50.55	38.55
Q	Steering Wheel, Tilt & Telescope Telescope	All	4.50	89.50	68.25



FALCON

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
STANDARD, 105 HP 6 Cyl, 184.3" O.L.					
2 Door Club Coupe		62A	111.80	2059.80	1673.12
4 Door Sedan		54A	114.32	2114.32	1717.83
FUTURA, 105 HP 6 Cyl, 184.3" O.L.					
2 Door Club Coupe		62B	118.09	2183.09	1774.47
4 Door Sedan		54B	121.44	2237.44	1819.20
2 Door Sports Coupe - 120 HP		62C	127.25	2328.25	1893.47
STATION WAGON, 120 HP 6 Cyl					
4 Door Standard		71A	133.23	2442.23	1987.25
4 Door Futura		71B	139.35	2553.35	2078.42
CLUB WAGONS, 105 HP 6 Cyl, 167.5" O.L.					
Club Wagon		89B	128.50	2461.50	1997.73
Custom Club Wagon		89C	135.48	2591.48	2104.07
Deluxe Club Wagon		89D	145.51	2778.51	2257.44

DEALER PREPARATION CHARGE - Factory suggested charge for pre-delivery and post-delivery service is \$20 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

STANDARD SERIES

170 CID 6 Cylinder Engine, 3 Speed Manual Transmission, Fully Synchronized with V8 Engine, Heater & Defroster, Padded Instrument Panel, Automatic Courtesy Light, Electric Windshield Wipers & Washer, Dual Padded Sun Visors, Front Armrests, Foam Cushioned Front Seat, Outside Left Mirror, Backup Lights, Emergency Flasher, Front & Rear Seat Belts, Vinyl Coated Rubber Floor Mats, 6.50 x 13 BSW 4 p.r. Tires.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

FUTURA	Standard Series Equipment plus: Carpeting, Courtesy Lighting, Cigarette Lighter, Rear Arm Rests & Ash Tray, Bright Metal Horn Ring, Futura Moldings & Trim, Bright Metal Side Window Frames. Futura Sports Coupe has: 200 CID 6 Cylinder Engine, Bucket Seats, Unique Wheel Covers & 6.95 x 14 BSW 4 p.r. Tires.
STATION WAGONS	200 CID 6 Cylinder Engine, 3 Speed Manual Transmission & Standard Equipment. Futura Wagons Include: Futura Moldings, Trim, Bright Metal Side Window Frames, Cigarette Lighter, Rear Arm Rests & Ash Tray, Bright Metal Horn Ring & Carpeting in Passenger Area, 7.75 x 14 BSW 4 p.r. Tires.
CLUB WAGONS	170 CID 6 Cylinder Engine, 3 Speed Manual Transmission, Front Armrests, Dome Light, Left hand Door Lock, Turn Signals, Emergency Flashers, Second Seat, Padded Dash, Seat Belts, Windshield Washer & 2 Speed Electric Wipers, Outside Left Mirror, Auxiliary Retractable Side Door Step, Painted Bumper on 89B & 89C; Chrome Bumpers & Padded Visors, on 89D Only; Cigar Lighter, Horn Ring, Chrome Hubcaps on 89C & 89D Only, 6.95 x 14 8 p.r. BSW Tires.

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
VISIBILITY GROUP: Includes Day/Night Mirror, Remote Control Outside Left Mirror, 2 Speed Electric Wipers				
	All	1.51	29.81	23.01
COURTESY LIGHT GROUP: Includes Ash Tray—Glove Box—Trunk or Cargo & Map Lights, Rear Door Courtesy Switches				
	All	.79	14.49	11.19

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS* — Add to Base 6 Cylinder Price					
	120 HP 200 CID 6 Cyl	All exc Wagons, Sport Coupe	1.31	25.91	20.00
	150 HP 240 CID 6 Cyl	Club Wagons	2.61	50.41	38.91
	200 HP 289 CID V8	All exc Wgns, Sports Coupe & Club Wgns	6.94	131.54	104.63
	200 HP 289 CID V8	Wagons, Sports Coupe	5.63	105.63	84.63
* All Engines Use Regular Fuel					
TRANSMISSION OPTIONS					
	Cruise-O-Matic	6 Cylinder exc Club Wagons	8.97	168.47	136.57
	Cruise-O-Matic	Club Wagons	9.83	185.88	150.63
	Cruise-O-Matic	All V8	9.45	178.15	144.35
	Four Speed Manual	V8 exc Station Wagon	9.32	184.02	142.02
POWER ASSIST OPTIONS					
	Brakes	All exc Club Wagons	2.19	42.29	32.64
	Steering	All exc Club Wagons	4.27	84.47	65.17
	Tailgate Window	All exc Club Wagons	1.62	31.62	24.42
HEATING & AIR CONDITIONING					
	SelectAire Air Conditioner	All exc Club Wagons	17.99	356.09	274.89
	Heater, (Credit if Deleted)	All	(3.65)	(71.85)	(55.45)
	Heater, Auxiliary Gasoline	All Club Wagons	7.70	152.50	117.70
	Heater, Auxiliary Hot Water	All Club Wagons	3.15	62.45	48.15
RADIO OPTIONS					
	AM Pushbutton & Antenna	All exc Club Wagons	3.14	57.44	44.39
	AM Manual & Antenna	Club Wagons	2.71	49.31	38.11

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
TIRE OPTIONS					
	6.50x13 4 PR WSW	All 6 Cyl exc Wgns, Futura Sports Coupe	1.71	32.41	24.99
	6.95x14 4 PR BSW	All 6 Cyl exc Wgns, Futura Sports Coupe	.56	7.36	5.71
	6.95x14 4 PR WSW	All 6 Cyl exc Wgns, Futura Sports Coupe	2.75	44.25	34.28
	6.95x14 4 PR WSW	Futura Sports Coupe; All V8 exc Wgns	1.53	36.33	27.91
	7.75x14 4 PR WSW	All Wagons	1.54	36.34	27.92
	6.95x14 8 PR WSW	All Club Wagons	1.13	42.23	32.33
	7.00x14 8 PR TT	All with One Ton Payload Only	1.60	30.60	23.60
	7.00x14 10 PR TT Nylon	All with One Ton Payload & Extended Body	1.89	22.89	17.79
TRIM OPTIONS					
	Hubcaps, Chrome	Club Wagons 89B Only	.29	5.09	3.89
	Molding, Body Side	89B, 89C	1.62	31.62	24.42
	Paint, Two Tone	All exc Wagons, Club Wagons	.99	18.99	14.64
	Paint, Two Tone	All Club Wagons	1.33	26.33	20.33
	Roof, Vinyl	All 2 Dr Models	4.29	74.19	57.39
	Visor, Right Sun	Club Wagon 89B	.20	4.40	3.40
	Visors, Padded	89B, 89C	.23	4.43	3.40
	Wheel Covers	All exc Sports Coupe	1.14	21.34	16.44
SEAT OPTIONS					
	Seat Belts-4, Front Retractors & Warning Light	All exc Club Wagons	.73	14.53	11.17
	Folding Seat, Driver	All Club Wagons	.63	12.63	9.73
	Hinged Seat, Passenger	89B & 89C	.28	5.58	4.28
	Seat, Third with Seat Belts	All Club Wagons	3.26	62.16	47.96
	Seats, Vinyl Trim	Futura Only - Std on Wagons	1.27	24.47	18.87
MISCELLANEOUS EQUIPMENT					
	Auxiliary Side Step, (Credit if Deleted)	All Club Wagons	(1.84)	(35.29)	(27.24)
	Battery, Heavy Duty 55 Amp	All	.44	7.44	5.71
	Bumpers, Front & Rear Chrome	All Club Wagons	1.62	31.62	24.42
	Closed Crankcase System, Required in Calif.	All with Exhaust Control System	.29	5.19	3.99
	Differential, Limited Slip	All exc Club Wagons	1.90	37.20	28.70
	Exhaust Control System, Required in Calif.	All with Closed Crankcase System	2.45	45.45	36.05
	Extended Body: Adds 18" & 48 cu ft Interior Space	All Club Wagons	5.12	100.82	77.82
	Glass, Tinted All Windows	All exc Club Wagons	1.63	30.73	23.73
	Glass, Tinted & Banded Windshield	All Club Wagons	2.10	41.60	32.10
	Glass, Tinted Windshield	All exc Club Wagons	1.09	21.09	16.29
	Glass, Tinted Windshield	All Club Wagons	.70	13.90	10.70
	Horn Ring	All Club Wagons	.35	6.95	5.35
	Mirror, Right Chrome	All Club Wagons	.35	6.95	5.35
	Mirror, Outside Left Chrome	89B & 89C	.05	2.15	1.70
	Mirror, Outside Right Painted	89B & 89C	.30	4.80	3.65
	Rack, Luggage	Station Wagon Only	2.34	44.44	34.29
	Tailgate, Dual Action	Station Wagons Only	2.29	45.39	35.00
	Windshield Wipers, 2 Speed Electric	All exc Club Wagons	.65	12.95	10.00

FAIRLANE



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
FAIRLANE, 120 HP 6 CYL, 197" O.L.					
2 Door Club Coupe		62A	121.81	2239.81	1816.41
4 Door Sedan		54A	123.91	2279.91	1849.27
FAIRLANE 500, 120 HP 6 CYL, 197" O.L.					
2 Door Club Coupe		62B	126.89	2316.89	1880.03
4 Door Sedan		54B	128.99	2356.99	1912.89
2 Door Hardtop		63B	129.40	2378.40	1930.79
Convertible		73B	141.20	2603.20	2115.05
FAIRLANE 500 XL, 120 HP 6 CYL, 197" O.L.					
2 Door Hardtop		63C	138.19	2543.19	2065.35
Convertible		76C	149.99	2767.99	2249.61
FAIRLANE GT, 335 HP V8, 197" O.L.					
2 Door Hardtop		63D	153.07	2843.07	2311.08
Convertible		76D	164.86	3067.86	2495.34
STATION WAGON, 120 HP 6 CYL, 199.8" O.L.					
Fairlane 4 Door Wagon		71D	141.57	2588.57	2103.17
Fairlane 500 4 Door Wagon		71B	145.68	2664.68	2165.72
Squire 4 Door Wagon		71E	151.58	2795.58	2272.22

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$25 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

FAIRLANE	200 CID 6 Cylinder Engine, 3 Speed Manual Transmission, Heater & Defroster Padded Instrument Panel & Padded Sun Visors, Automatic Courtesy Light, Electric Windshield Washer & Wipers, Front & Rear Armrests, Front & Rear Seat Belts, Back up Lights, Emergency Flasher, Vinyl Coated Rubber Floor Mats, Foam Cushioned Front Seat, Cigarette Lighter, Bright Metal Windshield, Roof & Rear Window Moldings, 6.95 x 14 BSW 4 p.r. Tires.
FAIRLANE 500	Fairlane Equipment plus: Rocker Panel Molding, Carpeting & Fairlane 500 Moldings & Body Trim.
FAIRLANE 500 XL	Fairlane 500 Equipment plus: Vinyl Bucket Seats & Console, Wheel Covers, Special Plaques & Exterior Trim, Red Safety & White Courtesy Lights in Door Arm Rests.
FAIRLANE GT	Fairlane 500 XL Equipment plus: 390 CID V8 Engine, Chrome Engine Dress-up, Heavy Duty Suspension, GT Stripe, Grey Grille, GT Identification & Hood Louvre, Unique Sports Shift & GT/A Designation when Cruise-O-Matic is ordered at extra Cost, 7.75 x 14 WSW 4 p.r. — 125 MPH Nylon Tires.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

STATION WAGON

Magic Doorgate Standard on all Wagons, Fairlane Station Wagons Standard Equipment same as Fairlane; Fairlane 500 Wagons same as Fairlane 500; Squire Includes Simulated Oak and Walnut Body Side Paneling, Special Squire Trim & Interiors, 7.75 x 14 BSW 4 p.r. Tires.

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE	EXCISE	RETAIL	WHOLESALE	
VISIBILITY GROUP: Includes Outside Remote Control Mirror, Day/Night Mirror, 2 Speed Electric Wipers	All	1.51	29.81	23.01
COURTESY LIGHT GROUP: Includes Ash Tray—Map—Glove Box—Trunk or Cargo Lights & Rear Door Courtesy Switches	All	.79	14.49	11.19

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS (Add to 6 Cylinder & 200 HP V8 Base Price)					
200 HP 289 CID V8, 2 Bbl	All 6 Cylinder		5.63	105.63	86.63
265 HP 390 CID V8, 2 Bbl, 275 HP					
with Cruise-O-Matic Trans	All 6 Cylinder		10.76	207.16	165.03
315 HP 390 CID V8, 4 Bbl	All 6 Cylinder		13.41	259.81	205.61
335 HP 390 CID V8, 4 Bbl	GT Only			NO	CHARGE
TRANSMISSION OPTIONS					
Cruise-O-Matic	All 6 Cylinder		9.40	175.80	142.50
Cruise-O-Matic	200 HP V8		9.89	185.39	150.29
Cruise-O-Matic	All 390 CID Engines		11.47	216.27	175.29
Cruise-O-Matic Sports Shift	GT Only		11.47	216.27	175.29
Four Speed Manual	V8 except Wagons		9.32	184.02	142.02
Overdrive	200 HP V8		5.40	106.10	81.90
POWER ASSIST OPTIONS					
Brakes	All		2.19	42.29	32.64
Steering	All		4.27	84.47	65.17
Tailgate, Window	Wagons		1.62	31.62	24.42
Top, Convertible	Convertibles		2.75	52.95	40.85
HEATING AND AIR CONDITIONING					
Select-Aire Air Conditioner	All - Tinted Glass Recommended		17.99	356.09	274.89
Heater, (Credit if Deleted)	All without Air Conditioner		(3.81)	(73.51)	(56.76)
RADIO OPTIONS					
AM Pushbutton & Antenna	All		3.16	57.46	44.41
TIRE OPTIONS					
All 6 Cyl exc Wagons; All 200 HP V8 Sedans & Coupes; All 200 HP V8 Hardtops & Conv without Air Conditioner (Replaces 6.95x14 4 PR BSW)					
6.95x14 4 PR WSW			1.11	33.31	25.51
7.35x14 4 PR BSW			.50	7.90	6.10
7.35x14 4 PR WSW			1.62	41.22	31.62
All 200 HP V8 Hardtops & Conv with Air Cond; All 390 CID Sdns & Cpes; All 390 CID Hardtops & Conv exc GT without Air Conditioning (Replaces 7.35x14 4 PR BSW)					
7.35x14 4 PR WSW			1.55	36.35	27.93
7.75x14 4 PR BSW			.63	13.83	10.63
7.75x14 4 PR WSW			2.17	50.07	38.55

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
All 6 Cyl or 200 HP V8 Wagons; All 390 CID Hardtops & Conv exc GT with Air Conditioning (Replaces 7.75x14 4 PR BSW)					
7.75x14 4 PR WSW	Cars with 7.75x14 4 PR BSW		1.54	36.34	27.92
7.75x14 8 PR BSW	Wagons with 7.75x14 4 PR BSW		3.85	33.45	26.35
7.75x14 8 PR WSW	Wagons with 7.75x14 4 PR BSW		5.32	69.72	54.20
All 390 CID V8 Wagons (Replaces 7.75x14 8 PR BSW)					
7.75x14 8 PR WSW	Wagons with 390 CID Engines		1.62	39.02	29.98
All GT (Replaces 7.75x14 4 PR Nylon WSW)					
7.75x14 4 PR 125 MPH BSW Nylon	GT			NO	CHARGE
TRIM OPTIONS					
Accent Stripe, Body Side Dual	500 exc Wagons, 500XL, GT		.70	13.90	10.70
Paint, Two Tone	All		1.14	21.54	16.59
Steering Wheel, Woodgrain Type	All		1.62	31.52	24.32
Wheel Covers	All exc XL, GT		1.14	21.32	16.44
Wheels, Styled Steel, 14"	All exc XL, GT		5.81	115.11	88.85
Wheels, Styled Steel, 14"	XL, GT		4.74	93.84	72.41
SEAT OPTIONS					
Seat Belts - 4, Front Retractors & Warning Light	All		.73	14.53	11.17
Seats, Vinyl Trim	500 Hardtops & Sedans		1.27	24.47	18.87
Third Seat, Rear Facing	Wagons		1.57	29.27	22.62
MISCELLANEOUS EQUIPMENT					
Battery, Heavy Duty	All		.44	7.44	5.71
Clock, Electric	All		.72	14.32	10.99
Closed Crankcase System	All exc GT with Closed Crankcase System		.29	5.19	3.99
Differential, Limited Slip	All		1.90	37.20	28.70
Exhaust Emission Control System	All exc GT		2.45	45.45	36.85
Glass, Tinted & Banded Windshield	All		1.63	30.73	23.73
Glass, Tinted Windshield	All		1.09	21.09	16.29
Luggage Rack	Wagons		2.34	44.44	34.29
Windshield Wipers, 2 Speed	All		.65	12.95	10.00

MUSTANG**BASE RETAIL & WHOLESALE PRICES AT THE FACTORY**

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
MUSTANG, 120 HP 6 Cyl, 181.6" O.L.					
2 Door Hardtop		65A	127.18	2416.18	1964.95
Convertible		76A	139.86	2652.86	2159.09
Fastback		63A	138.07	2607.07	2121.10

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$20 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)**MUSTANG**

Floor Mounted Transmissions: 200 CID 6 Cylinder Engine, Synchronized Second & Third Gear, First Gear Straight Cut with 6 Cylinder Engine (Fully Synchronized 3 Speed Transmission with V8), Heater & Defroster, Electric Windshield Wipers & Washer, Padded Dash & Visors, Carpeting, Sports Steering Wheel, Cigarette Lighter, Front Ashtrays (Rear Ashtray on Convertible Only), Courtesy & Glove Box Lights, Vinyl Bucket Seats, Rocker Panel Moldings, Wheel Covers, Outside Left Mirror, Backup Lights, Front & Rear Seat Belts, Emergency Flasher, 6.95 x 14 BSW 4 p.r. Tires

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

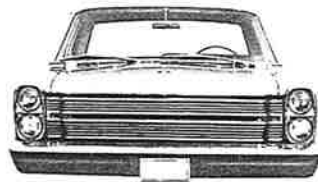
CODE	ACCESSORY	EXCISE	RETAIL	WHOLESALE
GT EQUIPMENT GROUP: Includes Dual Exhaust System, Fog Lamps, Grille Bar, Special Ornamentation, Disc Brakes, Special Handling Package Components, GT Stripe minus Rocker Panel Molding				
	All with 225, 271 HP V8 Engines	7.60	152.20	117.43
SPECIAL HANDLING PACKAGE: Includes Increased Rate Front & Rear Springs, Larger Front & Rear Shocks & Front Stabilizer Bar, 22:1 Overall Steering Ratio				
	All with 200, 225 HP V8 Engines	1.54	30.64	23.59
VISIBILITY GROUP: Includes Remote Control Mirror, Day/Night Mirror, 2 Speed Electric Wipers				
	All	1.51	29.81	23.01
INTERIOR DECOR GROUP: Includes Special Interior Trim, Deluxe Woodgrain Steering Wheel, Red and White Door Courtesy Lights, Pistol Grip Door Handles				
	All	4.73	94.13	72.68

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS				
200 HP 289 CID V8 1 Bbl	All 6 Cylinder	5.63	105.63	86.63
225 HP 289 CID V8, 4 Bbl	All 6 Cylinder	8.38	158.48	127.48
271 HP 289 CID V8, 4 Bbl, Incl Spec Handling Package, 6.95x14 Dual Red Band Nylon Tires	All 6 Cyl with GT Group	20.07	381.97	300.07
	All 6 Cyl without GT Group	22.65	433.55	339.95
TRANSMISSION OPTIONS				
Cruise-O-Matic	All 6 Cylinder	9.40	175.80	142.50
Cruise-O-Matic	200, 225 HP V8	9.89	185.39	150.29
Cruise-O-Matic	271 HP V8	11.47	216.27	175.29
Four Speed Manual	All 6 Cylinder	5.75	113.45	87.55
Four Speed Manual	All V8	9.32	184.02	142.02
POWER ASSIST OPTIONS				
Brakes	All	2.19	42.29	32.64
Steering	All	4.27	84.47	65.17
Top, Convertible	Convertibles	2.75	52.95	40.85
HEATING AND AIR CONDITIONING				
Ford Air Conditioner	All - Tinted Glass Recommended	15.70	310.90	240.00
Heater, (Credit if Deleted)	All	(1.62)	(31.52)	(24.32)

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
RADIO OPTIONS					
	AM Radio & Antenna	All	3.21	57.51	44.46
	Stereosonic Tape System	All - Radio Required	6.49	128.49	99.20
TIRE OPTIONS					
	6.95x14 4 PR WSW	All without 271 HP V8 Engine	1.11	33.31	25.51
	6.95x14 4 PR BSW Nylon	All without 271 HP V8 Engine	.47	15.67	11.97
	6.95x14 4 PR WSW Nylon	All without 271 HP V8 Engine	1.59	48.89	37.49
	6.95x14 4 PR Dual Red Band Nylon	All without 271 HP V8 Engine	1.67	48.97	37.57
	6.95x14 4 PR BSW Nylon	All with 271 HP V8 Engine		NO	CHARGE
	6.95x14 4 PR WSW Nylon	All with 271 HP V8 Engine		NO	CHARGE
TRIM OPTIONS					
	Accent Stripe	All	.70	13.90	10.70
	Steering Wheel, Wood Grain Type	All	1.62	31.52	24.32
	Vinyl Roof	65A Only	3.76	74.36	57.39
	Wheel Covers, Knock Off Hubs	All	.98	19.48	15.00
	Wheel Covers, Wire	All	2.94	58.24	44.90
	Wheels, Styled Steel - 14"	V8 Only	4.74	93.84	72.41
SEAT OPTIONS					
	Seat Belts - 4, Front Retractors & Warning Light	All	.73	14.53	11.17
	Seat, Bench with Armrest	65A & 76A	1.22	24.42	18.87
MISCELLANEOUS EQUIPMENT					
	Battery, Heavy Duty 55 Amp	All	.44	7.44	5.71
	Brakes, Disc Front	V8 without Power Brakes	2.87	56.77	43.77
	Closed Crankcase Sys, Requires Exhaust Control System	All without 271 HP V8	.29	5.19	3.99
	Console, Full Length	All	2.61	50.41	38.91
	Console, for Air Conditioner	All with Air Conditioner	1.62	31.52	24.32
	Differential, Limited Slip	All	2.10	41.60	32.10
	Exhaust Control System	All without 271 HP V8	2.45	45.45	36.85
	Glass, Tinted with Banded Windshield	All	1.55	30.25	23.35
	Glass, Tinted Windshield	All	1.09	21.09	16.29
	Luggage Rack, Rear Deck	65A & 76A	1.64	32.44	25.00
	Rally Pac - Tachometer & Clock	All	3.50	69.30	53.50
	Windshield Wipers, 2 Speed	All	.65	12.95	10.00

FORD


BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
CUSTOM, 150 HP 6 Cyl, 210" O.L. 2 Door Sedan 4 Door Sedan		62E	125.10	2380.10	1830.28
		54E	127.90	2431.90	1870.63

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
CUSTOM 500, 150 HP 6 Cyl, 210" O.L.					
2 Door Sedan		62B	130.24	2481.24	1909.34
4 Door Sedan		54B	132.54	2532.54	1949.69
GALAXIE 500, 150 HP 6 Cyl, 210" O.L.					
4 Door Sedan		54A	139.82	2676.82	2062.13
2 Door Hardtop		63B	140.74	2684.74	2068.62
4 Door Hardtop		57B	143.06	2762.06	2128.49
Convertible		76A	153.34	2934.34	2263.92
STATION WAGON, 150 HP 6 Cyl, 210.9" O.L.					
4 Door Ranch Wagon		71D	147.08	2793.08	2153.03
4 Door Country Sedan, 2 Seat		71B	151.17	2882.17	2223.12
4 Door Country Sedan, DFRS*		71C	155.75	2998.75	2313.44
4 Door Country Squire, 2 Seat		71E	166.81	3181.81	2456.86
4 Door Country Squire, DFRS*		71A	171.07	3265.07	2522.20
* Dual Facing Rear Seats					
FORD LTD, 200 HP V8, 210" O.L.					
2 Door Hardtop		63F	166.11	3201.11	2471.57
4 Door Hardtop		57F	169.58	3277.58	2531.40
GALAXIE 500/XL, 200 HP V8, 210" O.L.					
2 Door Hardtop		63C	167.62	3230.62	2495.13
Convertible		76B	180.22	3480.22	2690.43
GALAXIE 500 7 LITRE, 345 HP V8, 210" O.L.					
2 Door Hardtop		63D	187.40	3621.40	2800.79
Convertible		76D	199.87	3871.87	2996.11

DEALER PREPARATION CHARGE - Factory suggested charge for pre-delivery and post-delivery service is \$40 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

CUSTOM

240 CID 6 Cylinder Engine, Fully Synchronized 3 Speed Manual Transmission, Heater & Defroster, Padded Dash & Visors, Electric Windshield Wipers & Washer, Bright Metal Windshield & Rear Window Moldings, Front & Rear Armrests & Ashtrays, Foam Cushioned Front & Rear Seats, Steering Wheel with Chrome Horn Ring, Cigarette Lighter, Automatic Dome Light, Backup Lights, Outside Rearview Mirror, Emergency Flasher, Front & Rear Seat Belts, 7.35 x 15 BSW 4 p.r. Tires - See Tires

CUSTOM 500

Custom Equipment plus: Custom 500 Exterior Moldings & Trim

GALAXIE 500

Custom 500 Equipment plus: Galaxie 500 Exterior & Interior Moldings & Trim, Deluxe Front & Rear Armrests & Ashtrays, Lift-Tab Door Handles, Glove Box, Front Ash Tray & Trunk Lights, Deluxe Rearview Mirror, Electric Clock, Rocker Panel Moldings, Silent-Flo Ventilation 4 Dr Hardtop Only, Front & Rear Door Courtesy Switches on 2 Dr Hardtop & Convertible

500 XL

Galaxie 500 Equipment plus: 289 CID V8 Engine, 3 Speed Cruise-O-Matic Drive with Console Mounted T-Bar Sports Shift, 500 XL Trim, Individually Adjustable Shell Contoured Front Bucket Seats and Full Length Console, Foam Cushioned Bucket Styled Rear Seats, Automatic Courtesy & Safety Lights on Door Panels, Wheel Covers, Special Trim

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)**FORD LTD**

Galaxie 500 Equipment plus: 500 XL Engine & Transmission Deep Foamed Cushioned Front & Rear Bench Seats with Rear Center Armrest with Scotchgard Protected Unique Nylon Upholstery, Door Panel Safety & Courtesy Lights, Cut Pile Carpeting, Simulated Woodgrain Inserts on Doors & Instrument Panel, Wheel Covers, Die Cast Grille, Special LTD Trim

7 LITRE

Galaxie 500 Equipment plus: 428 CID V8 Engine with Dual Exhausts, Hydraulic Lifters, Cruise-O-Matic or 4 Speed Transmission, Console & Vinyl Bucket Seats, Power Disc Brakes, Dual Paint Stripe, Deluxe Woodgrain Steering Wheel, styled Steel Wheel Covers, 8.15 x 15 BSW 4 p.r. Tires

STATION WAGONS

Ranch Wagon Equipment same as Custom except Lockable Stowage Compartment below Rear Deck, Magic Door Gate; Country Sedans: Electric Clock, Bright Metal Roof Moldings, Special Interior & Exterior Trims, Power Tailgate Window & Bumper Step on Dual Facing Rear Seat Models; Country Squires: Glove Box & Ash Tray Lights, Power Tailgate Window, Wheel Covers, Simulated Oak and Walnut Body Side Paneling, Die Cast Grille, Lift-Tab Inside Door Handles, 8.45 x 15 BSW 4 p.r. Tires

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
VISIBILITY GROUP: Includes Remote Control Outside Left Mirror, Day/Night, 2 Speed Windshield Wipers				
	All	1.51	29.81	23.01
COURTESY LIGHT GROUP: Includes Ash Tray—Glove Box—Trunk or Cargo Lights, Parking Brake Signal, Front & Rear Door Courtesy Switches				
	Custom 500, Galaxie 500 4 Doors, Wagons	.79	14.49	11.19
	Galaxie 500 2 Dr Hardtop & Conv, 500 XL, 7 Litre, & Ford LTD Models (Parking Brake Light)	.29	5.09	3.89
DELUXE TRIM GROUP: Includes Squire-Type Trim & Electric Clock				
	Country Sedan	5.48	108.58	83.79
SAFETY CONVENIENCE CONTROL PANEL: Includes Vacuum Door Locks, Door Ajar Warning Light, Seat Belt Warning Light				
	2 Doors	2.61	50.41	38.91
	4 Doors	3.24	63.04	48.64

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS					
	200 HP 289 CID V8, 2 Bbl	All 6 Cylinder - Std on XL, Ltd	5.72	106.72	83.34
	250 HP 352 CID V8, 4 Bbl	All 6 Cylinder	8.69	165.59	128.74
	275 HP 390 CID V8, 2 Bbl	All 6 Cylinder	10.85	208.25	161.74
	315 HP 390 CID V8, 4 Bbl	All 6 Cylinder	13.50	260.90	202.32
	345 HP 428 CID V8, 4 Bbl	All 6 Cylinder - Std on 7 Litre	16.77	325.57	252.32
	425 HP 427 CID V8, 8 Bbl, Incl Transistorized Ignition, Requires 4 Speed Manual Transmission & 8.15x15 4 PR BSW Nylon Tires	All 6 Cylinder exc Wagon 7 Litre	55.01 38.24	1081.81 756.24	836.23 583.91
TRANSMISSION OPTIONS					
	Cruise-O-Matic - 6 Cyl	All 6 Cylinder	9.40	175.80	142.50
	Cruise-O-Matic - V8	All 200 HP V8 exc XL & LTD XL, LTD	9.89	185.39	150.29
				NO	CHARGE

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
Cruise-O-Matic - V8					
	XL & LTD with 352, 390 or 428 CID Engines		1.64	30.84	25.00
	7 Litre			NO	CHARGE
Cruise-O-Matic - V8					
	All exc XL, Ltd & 7 Litre with 352, 390 or 428 CID Engine		11.47	216.27	175.28
Four Speed Manual					
	315, 345, 425 HP V8 exc Wagons, XL, LTD & 7 Litre		9.32	184.02	142.02
	XL, LTD & 7 Litre			NO	CHARGE
Overdrive					
	6 Cylinder, 200 HP V8		5.40	106.10	81.90
POWER ASSIST OPTIONS					
Brakes					
	All without 425 HP V8		2.19	42.29	32.64
Disc Brakes					
	All exc 7 Litre		4.91	97.21	75.00
Seat, 6 Way Bench Seats					
	All without 4 Speed Manual Trans		4.85	94.75	73.15
Seat, 6 Way Left Bucket					
	All		4.25	84.25	65.00
Steering					
	All without 425 HP V8		4.85	94.95	73.30
Windows					
	All exc Custom, Custom 500, Ranch Wagon & Country Sedan without Deluxe Trim		5.04	99.94	77.09
Window, Tailgate					
	4 Dr Ranch Wagon, 2 St Country Sdn		1.62	31.62	24.42
HEATING & AIR CONDITIONING					
SelectAir Air Conditioner					
	All - Tinted Glass Recommended		17.99	356.09	274.89
MagicAir Heater, (Credit if Deleted)					
	All without Air Conditioner		(3.81)	(73.51)	(56.76)
RADIO OPTIONS — Includes Front Antenna					
Antenna, Right Rear Quarter					
	All		.50	9.50	7.30
AM Pushbutton - XL, LTD & 7 Litre without Stereosonic require Rear Speaker					
	All		3.21	57.51	44.46
AM-FM Pushbutton - XL, LTD & 7 Litre without Stereosonic require Rear Speaker					
	All		6.75	133.65	103.20
Speaker, Rear Seat, Included with Stereosonic					
	All Others		.72	13.22	10.17
Stereosonic Tape System & Rear Speakers, Requires AM or AM-FM Radio					
	All without Overdrive or 4 Speed Trans		6.49	128.49	99.20
TIRE OPTIONS — For					
Custom & Custom 500 2 Door Sedans with 275 HP V8 without Air Conditioning; All 6 Cylinder or 200 HP V8 exc Wagons or Convertible with Air Conditioning (Replaces 7.35x15 4 PR BSW Rayon Tires)					
	7.35x15 4 PR WSW		1.11	33.31	25.51
	7.75x15 4 PR BSW		.89	14.09	10.89
	7.75x15 4 PR WSW		2.02	47.42	36.42
	8.15x15 4 PR BSW		2.07	30.57	23.67
	8.15x15 4 PR WSW		3.64	66.84	51.62
All Cars Equipped with 352, 390 & 428 CID Engines exc the Following: Custom & Custom 500 2 Door Sdn without Air Conditioning; Galaxie 500 4 Dr Hardtop & Conv, LTD & 500XL equipped with a 250, 315 or 345 HP V8 & Air Conditioning; Galaxie 500 Convertible, LTD 4 Dr Hardtop, 500XL Convertible Equipped with a 275 HP V8 & Air Conditioning; All Station Wagons; All 7 Litre Models exc When Equipped with the 345 HP V8 without Air Conditioning. (Replaces 7.75x15 4 PR BSW Rayon Tires)					
	7.75x15 4 PR WSW		1.13	33.33	25.53
	8.15x15 4 PR BSW		1.39	15.49	12.09
	8.15x15 4 PR WSW		2.97	51.77	40.05

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE ACCESSORY — AVAILABLE ON EXCISE RETAIL WHOLESALE

Galaxie 500 4 Dr Hardtop & Conv, 500XL, Equipped with a 250, 315 or 345 HP V8 & Air Conditioning; 7 Litre Equipped with 345 HP V8 & Air Conditioning; Galaxie 500 Conv, LTD 4 Dr Hardtop, 500XL Conv Equipped with 275 HP V8 & Air Conditioning. The Following Models if Equipped with the California Mandatory Option, Exhaust Emission Control System; Custom 4 Dr Sedans with the 250, 315 or 345 HP V8 & Air Conditioning; Galaxie 500 4 Dr Hardtop, LTD & 500XL 2 Dr Hardtops Equipped with a 275 HP V8 & Air Conditioning; 500XL & 7 Litre Convertible Equipped with a 250, 315 or 345 HP V8 without Air Conditioning (Replaces 8.15x15 4 PR BSW Rayon Tires)

8.15x15 4 PR WSW		1.57	36.37	27.95
All Models with the 427 CID Engine — Required				
8.15x15 4 PR BSW Nylon		2.93	46.53	36.03
8.15x15 4 PR WSW Nylon		4.53	82.83	64.01
All Stations Wagons (Replaces 8.45x15 4 PR BSW Rayon Tires)				
8.45x15 4 PR WSW		1.60	36.40	27.98
TRIM OPTIONS				
Accent Stripe, Body Side Single Paint, Two Tone	2 Dr Hardtop, Convertible	.70	13.90	10.70
	All exc Custom, Ranch Wgn, or Country Squire	1.14	21.54	16.59
Roof, Vinyl	2 Door Hardtop	3.76	74.36	57.39
	4 Door Hardtop	4.21	83.41	64.39
Wheel Covers, Styled Steel	All exc XL, LTD, 7 Litre, Country Squire	2.29	45.39	35.00
	XL, LTD, Country Squire	1.21	24.11	18.56
Wheel Covers	All exc XL, LTD, 7 Litre, Country Squire	1.14	21.34	16.44
SEAT OPTIONS				
Seat Belts, Retractable Front, Warning Light: Front & Rear	All	.73	14.53	11.17
Front, Rear & Third Seat	3 Seat Wagons	.89	17.69	13.60
Seat, Rear, Fold Down, Vinyl Trim	4 Dr Sedans	3.79	74.39	57.39
Seat, Reclining, with Headrest, Passenger Side	XL, 7 Litre	2.25	44.15	34.05
Seats, Vinyl Trim	Galaxie 500 Models	1.27	24.47	18.87
MISCELLANEOUS EQUIPMENT				
Battery, H. D. — Std. on 345, 425 HP	All without 345, 425 HP V8	.44	7.44	5.71
Differential, Limited Slip, Includes Riveted Brakes & HD Axle	All without 425 HP V8	2.10	41.60	32.10
Closed Crankcase Emission System, Requires Exhaust Emission Control System	All without 425 HP V8	.29	5.19	3.99
Exhaust Emission Control System	All without 425 HP V8	2.45	45.45	36.85
Glass, Tinted All & Banded	All	2.05	39.45	30.45
Windshield	All	1.09	21.09	16.29
Glass, Tinted Windshield	Wagons	2.34	44.44	34.29
Luggage Rack	Wagons	3.18	63.08	48.65
Luggage Rack Adjustable	All V8 with Cruise-O-Matic	3.16	62.06	47.91
Speed Control, Automatic	All	.65	12.95	10.00
Windshield Wipers, 2 Speed Electric				



THUNDERBIRD

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
THUNDERBIRD, 315 HP V8, 205.4" O.L.					
Hardtop		63A	228.32	4426.32	3422.28
Town Hardtop		63C	231.07	4483.07	3466.61
Town Landau		63D	235.91	4583.91	3545.37
Convertible		76A	265.91	4878.91	3779.30

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$50 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

THUNDERBIRD

390 CID V8 Engine, Cruise-O-Matic Transmission, Power Front Disc-Type Brakes & Power Steering, Heater & Defroster, Electric Clock, Wheel Covers, AM Push-button Radio & Antenna, Padded Dash & Visors, Swingaway Steering Column, Out-side Left Remote Control Mirror, Non-Glare Inside Mirror, Front Retracting Seat Belts & Warning Light, Rear Seat Belts, Backup Lights, Courtesy Lights, Sequential Turn Signals, Emergency Flashers, Flo-Thru Ventilation System except Convertibles, Glove Box-Ignition-Luggage Compartment-Ash Tray Lights, Windshield Washers & Wipers, Automatic Parking Brake Release, Underbody Sound Coating, Roof-Mounted Overhead Safety Panel on Models 63C & 63D, 8.15 x 15 BSW 4 p.r. Tires

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE	EXCISE	RETAIL	WHOLESALE
SAFETY CONVENIENCE CONTROL PANEL: Includes Door Warning Light, Vacuum Door Lock, Low Fuel Warning Light & Emergency Flasher			
63A, 76A	2.87	56.77	43.77

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTION					
	345 HP 428 CID V8, 4 Bbl	All with Cruise-O-Matic	3.27	64.77	50.00
POWER ASSIST OPTIONS					
	Deck Lid Release, Vacuum	All exc Convertible	.73	12.63	9.73
	Seat, 6 Way Driver Side	All	4.92	97.32	75.15
	Seat, 6 Way Driver & Passenger	All	9.83	194.73	150.30
	Windows	Hardtop, Convertible	5.25	103.95	80.25
	Windows & Vents	Town Hardtop & Landau	5.25	103.95	80.25
	Windows & Vents	Hardtop, Convertible	7.92	156.02	120.42
HEATING & AIR CONDITIONING					
	Select-Aire Air Conditioner	All - Tinted Glass Recommended	21.10	415.90	321.10

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
RADIO OPTIONS					
	Antenna, Power Retracting	All	1.47	28.97	22.37
	AM-FM Pushbutton	All	4.44	82.14	63.44
	Stereosonic Tape System	All	6.49	128.49	99.20
	Speaker, Rear	All without Stereosonic	.84	16.54	12.74
TIRE OPTIONS					
	8.15x15 4 PR White Sidewall	All	2.02	43.12	33.22
	8.15x15 4 PR WSW with Red Band	All	2.07	43.17	33.27
TRIM OPTIONS					
	Fender Shields, Rear	All	1.71	32.01	24.71
	Frame, License Plate	All	.49	9.79	7.50
	Paint, Two Tone	63A & 63C	1.35	25.25	19.50
	Wheel Covers, Deluxe	All	.98	19.48	15.00
SEAT OPTIONS					
	Reclining Passenger Seat & Headrest	All	2.25	44.15	34.05
	Trim, Leather Seats	All - Requires Reclining Seat	5.25	103.95	80.25
MISCELLANEOUS EQUIPMENT					
	Battery, Heavy Duty 80 Amp	Standard V8 Only	.44	7.44	5.71
	Closed Crankcase System	All - Requires Exhaust Control Sys	.29	5.19	3.99
	Differential, Limited Slip	All	2.39	46.69	35.99
	Exhaust Control System	All	2.65	49.45	40.05
	Glass, Tinted with Banded Windshield	All	2.19	42.09	32.49
	Highway Pilot Control	All - Requires Unique Steering Wheel	4.91	97.21	75.00
	Steering Wheel, Unique	All with Highway Pilot Control Only	1.64	32.44	25.00

COMET



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
202 SERIES, 120 HP 6 Cyl, 195.9" O.L.					
2 Door Sedan		01	122.01	2206.01	1794.01
4 Door Sedan		02	125.78	2262.78	1840.78
CAPRI, 120 HP 6 Cyl, 203" O.L.					
4 Door Sedan		12	131.87	2377.87	1934.87
2 Door Hardtop		13	133.29	2400.29	1953.29
CALIENTE, 120 HP 6 Cyl, 203" O.L.					
4 Door Sedan		22	133.75	2452.75	1995.75
2 Door Hardtop		23	138.17	2475.17	2015.17
Convertible		25	149.45	2735.45	2228.45

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
STATION WAGON, 120 HP 6 Cyl, 199.9" O.L.					
Voyager		06	138.62	2552.62	2077.62
Villager		16	151.67	2789.67	2272.67
202 SERIES, 200 HP V8, 195.9" O.L.					
2 Door Sedan		01	127.64	2311.64	1880.64
4 Door Sedan		02	131.41	2368.41	1927.41
CAPRI, 200 HP V8, 203" O.L.					
4 Door Sedan		12	137.50	2483.50	2021.50
2 Door Hardtop		13	138.92	2505.92	2039.92
CALIENTE, 200HP V8, 203" O.L.					
4 Door Sedan		22	139.39	2558.38	2082.38
2 Door Hardtop		23	143.80	2580.80	2101.80
Convertible		25	155.08	2841.08	2315.08
CYCLONE, 275 HP V8, 203" O.L.					
2 Door Hardtop		27	148.33	2700.33	2199.33
Convertible		29	159.61	2960.61	2412.61
CYCLONE GT, 335 HP V8, 203" O.L.					
2 Door Hardtop		26	158.33	2891.33	2356.33
Convertible		28	169.61	3151.61	2569.61
STATION WAGON, 200 HP V8, 199.9" O.L.					
Voyager		06	144.25	2658.25	2164.25
Villager		16	157.30	2895.30	2359.30

DEALER PREPARATION CHARGE — Factory Suggested charge for pre-delivery and post-delivery service is \$20 on all models. This charge has been included in retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

202 SERIES

200 CID 6 Cylinder or 289 CID V8 Engine, Manual Transmission: Second & Third Gears Fully Synchronized for 6 Cylinder, All 3 Gears Fully Synchronized for V8, Front & Rear Seat Belts, Heater & Defroster, Foam Padded Front Seat, Door Operated Dome Light, Cigarette Lighter, Emergency Flasher, Outside Rearview Mirror, Backup Lights, Windshield Washers, Padded Dash & Visors, 6.95 x 14 BSW 4 p.r. Tires for All exc Wagons which have 7.75 x 14 BSW 4 p.r. Tires

CAPRI SERIES

202 Series Equipment plus: Curb Molding, Capri Exterior & Interior Trim, Carpet, Deluxe Steering Wheel, Glove Box Lock, Rear Seat Armrests & Ashtrays, Choice of Cloth-and-Vinyl or Vinyl Upholstery

CALIENTE SERIES

Capri Series Equipment plus: Remote Control Outside Left Mirror, Simulated Wood-grain Interior Trim, Special Caliente Bright Trim, Safety Courtesy Lights in Front Door Armrests

CYCLONE SERIES

Caliente Series Equipment plus: 289 CID V8 Engine, Deluxe Wheel Covers, Front to Rear Pinstripe, Unique Steering Wheel, Vinyl Bucket Seats & Console, Special Black Instrument Panel & Trim

CYCLONE GT SERIES

Cyclone Series Equipment Plus: 390 CID 335 HP V8 Engine, Engine Dress-up Kit, Special GT Identification, Dual Exhausts, Console Mounted Transmission Control, Lower Body GT Racing Stripe, Heavy Duty Front & Rear Springs & Shocks, Larger Diameter, Stabilizer Bar, 3.25:1 Axle Ratio, Power Booster Fan, Twin Scoop GT Hood, 7.75 x 14 Nylon 125 MPH Whitewall Tires with 5.5 x 14.5 Inch Wheels

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

VILLAGER

*Simulated Woodgrain Side Panels, Dual Action Tailgate, Power Tailgate

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE	EXCISE	RETAIL	WHOLESALE
PERFORMANCE HANDLING PACKAGE: Heavy Duty Front & Rear Springs, Shocks & Stabilizer Bar			
275 HP V8 Only	.80	15.60	12.00
COURTESY LIGHT GROUP: Includes 2 Instrument Panel Lights (Standard on Convertible); Glove Box, Ash Tray, Luggage & Parking Brake Warning Lights; Rear Door Jamb Switches for 4 Door Models			
All	1.06	19.66	15.19

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTION					
265 HP 390 CID V8, 2 Bbl	All V8 except Cyclone, GT		4.90	97.20	75.00
TRANSMISSION OPTIONS					
Multi-Drive Merc-O-Matic	All 6 Cylinder & Standard V8		9.89	185.39	150.29
	All 265 HP V8		11.49	215.99	175.09
Sport Shift Merc-O-Matic	Cyclone, GT		11.49	215.99	175.09
4 Speed Manual	All V8 except Wagons		9.32	184.02	142.02
POWER ASSIST OPTIONS					
Brakes	All		2.19	42.29	32.64
Seat, 4 Way Bench	All		3.15	62.45	48.15
Seat, 4 Way Bucket Left	All		3.15	62.45	48.15
Steering	All		4.27	84.47	65.17
Trunk Release	All Except Wagons		.50	9.10	7.00
Window, Tailgate	Wagons Only		1.72	31.62	24.42
Windows	All except Comet 202 2 Dr Sedan		5.20	100.10	77.25
HEATING & AIR CONDITIONING					
Air Conditioner, Deluxe	All		18.80	355.70	274.80
Heater, (Credit if Deleted)	All without Air Conditioner		(3.73)	(72.73)	(56.13)
RADIO OPTIONS					
AM with Antenna	All		3.14	57.44	44.39
AM-FM with Antenna	All		6.93	127.03	98.18
Speaker, Rear	All except Convertible, Wagons		.70	13.20	10.15
TIRE OPTIONS — Available with:					
6 Cyl & 200 HP V8 Sedans, 6 Cyl & 200 HP V8 Hardtops & Conv without Air Conditioning					
6.95x14 2 Ply 4 PR WSW			1.11	33.31	25.51
7.35x14 2 Ply 4 PR BSW - Oversize			1.33	15.43	12.03
7.35x14 2 Ply 4 PR WSW - Oversize			2.89	51.69	39.97
265 HP V8 Sedans; Hardtops & Conv without Air Conditioning & 200 HP V8 with Air Conditioning					
7.35x14 2 Ply 4 PR WSW			1.55	36.35	27.93
7.75x14 2 Ply 4 PR BSW - Oversize			1.33	15.43	12.03
7.75x14 2 Ply 4 PR WSW - Oversize			3.32	54.72	42.38
6 Cyl & 200 HP V8 Wagons; 265 HP Hardtops & Conv with Air Conditioning					
7.75x14 2 Ply 4 PR WSW			1.99	39.39	30.35
265 HP V8 Wagons					
7.75x14 4 Ply 8 PR			1.99	39.39	30.35
7.75x14 4 Ply 8 PR Nylon WSW or BSW Cyclone GT			NO		CHARGE

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
TRIM OPTIONS					
Moulding, Curb	All 202, Wagons		.86	15.76	12.16
Paint, Two Tone	All except Convertible, Wagons		1.09	21.49	16.59
Roof, Oxford Vinyl Cover	4 Dr Sedans except 202		4.30	84.20	65.00
	2 Dr Hardtop, 2 Dr Sedan		4.29	74.19	57.39
Wheel Covers, Cyclone	Cyclone, GT		1.44	28.54	22.00
Wheel Covers, Deluxe	All except (Cyclone, GT Std)		.99	18.79	14.49
Wheel Covers, Wire	Cyclone		2.20	44.30	34.15
	All except Cyclone		3.19	63.09	48.64
SEAT OPTIONS					
Seat Belts, Deluxe Front Retractors & Warning Light, & Rear	All		.77	14.47	11.17
Seat, Third & Seat Belts	3 Seat Wagons		2.11	40.11	32.11
Seat, Bucket with Console	Caliente 2 Dr Hardtop, Convertible (Std Cyclone & Gt)		6.52	128.52	99.22
LIGHT OPTIONS					
Reading Lamp, Adjustable Dome	All except Convertible		.50	9.80	7.50
MISCELLANEOUS EQUIPMENT					
Axle, Power Transfer	All		1.90	37.20	28.70
Battery, Heavy Duty	All		.44	7.44	5.74
Carrier, Luggage	Wagons Only		3.19	62.99	48.64
Clock, Electric	All		.86	15.76	12.16
Closed Crankcase System	California Cars Only		.29	5.19	3.99
Exhaust Emission Control	California Cars Only		2.45	45.45	36.85
Glass, Tinted All	All		1.50	28.50	22.00
Glass, Tinted Windshield	All		1.00	19.50	15.00
Hood, Twin Scoop GT	Cyclone Only, Standard on GT		2.30	45.40	35.00
Mirror, Non Glare	All		.21	4.21	3.21
Mirror, Remote Control Left	202, Capri, Wagons (Std Others)		.45	7.95	6.15
Tachometer	V8 Only		2.40	47.30	36.50
Tailgate, Dual Action	Wagons except Villager		2.30	45.40	35.00
Wipers, Interval Selector	All		.59	11.59	8.89


MERCURY

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
MONTEREY, 265 HP V8, 220.4" O.L.					
2 Door Sedan		43	146.22	2783.22	2138.22
4 Door Sedan		44	149.72	2853.72	2193.72
4 Door Breezeway Sedan		42	152.37	2917.37	2243.37
2 Door Hardtop		47	152.42	2915.42	2241.42
4 Door Hardtop		48	155.81	2989.81	2299.81
Convertible		45	167.55	3236.55	2492.55

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
MONTCLAIR, 265 HP V8, 220.4" O.L.					
4 Door Sedan		54	161.46	3087.46	2376.46
2 Door Hardtop		57	163.54	3143.54	2419.54
4 Door Hardtop		58	166.95	3216.95	2476.95
PARK LANE, 330 HP V8, 220.4" O.L.					
4 Door Breezeway Sedan		62	175.74	3388.74	2611.74
2 Door Hardtop		67	175.81	3386.81	2609.81
4 Door Hardtop		68	179.22	3460.22	2667.22
Convertible		65	185.94	3607.94	2782.94
S-55 SERIES, 345 HP V8, 220.4" O.L.					
2 Door Hardtop		49	174.60	3291.60	2536.60
Convertible		46	189.73	3613.73	2787.73
STATION WAGONS, 265 HP V8, 216.5" O.L.					
Commuter		72	170.44	3240.44	2496.44
Colony Park		76	182.27	3502.27	2700.27

DEALER PREPARATION CHARGE - Factory suggested charge for pre-delivery and post-delivery service is \$50 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

MONTEREY SERIES	390 CID V8 Engine, 3 Speed Fully Synchronized Manual Transmission, Heater & Defroster, Front & Rear Seat Belts, Padded Dash & Visors, Back-up Lights, Emergency Flasher, Windshield Washers, Foam Padding on All Seats, Carpeting, Flow-Thru Ventilation - Driver Controlled for 4 Door Hardtops & Breezeway Sedans, 8.15 x 15 BSW 4 p.r. Tires except on Convertible with Air Conditioning which has 8.45 x 15 BSW 4 p.r. Tires.
MONTCLAIR SERIES	Monterey Series Equipment plus: Electric Clock, Decor Group, Deluxe Wheel Covers, Variable Speed Windshield Wipers, Montclair Trim & Interior or Mondero Vinyl Trim, Deluxe Steering Wheel.
PARK LANE SERIES	Montclair Series Equipment plus: Fully Synchronized 3 Speed Manual Transmission with Bench Seats, with 410 CID V8 Engine (4 Speed Manual or Multi-Drive Merc-O-Matic Transmission is mandatory at extra cost with Bucket Seats), Courtesy Light Group, Seat Belts with Retractors & Warning Light, Park Lane Walnut Toned Interior & Special Exterior Trim, Vanity Mirror, Remote Control Outside Left Mirror, Rear Seat Center Armrest on Sedans.
S-55 SERIES	428 CID V8 Engine, Park Lane Equipment plus: Dual Exhausts, Vinyl Bucket Seats & Console, Unique Body Striping.
STATION WAGONS	390 CID V8 Engine with 3 Speed Fully Synchronized Manual Transmission, Commuter has Standard Monterey Equipment plus Vinyl Seats, Dual Action Tailgate & Channelair Air-Flow System. Colony Park: Power Tailgate Window, Deluxe Wheel Covers, Simulated Wood Side Paneling, Deluxe Steering Wheel, Electric Clock, Variable Speed Windshield Wipers, Deluxe Armrests, Paddle Type Door Handles, Carpeting in Passenger Area, Special Chrome Trim, 8.45x15 BSW 4 p.r. Tires.

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE	EXCISE	RETAIL	WHOLESALE
COURTESY LIGHT GROUP: Includes Map Light (Std on Conv), Glove Box-Ash Tray-Luggage Compartment Lights or Cargo Light on 2 Seat Wagon, Cargo Light Standard on 3 Seat Wagon, Rear Door Jamo Switches on 4 Door Models & Parking Brake Warning Light			
All exc Park Lane	1.21	22.71	17.51

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

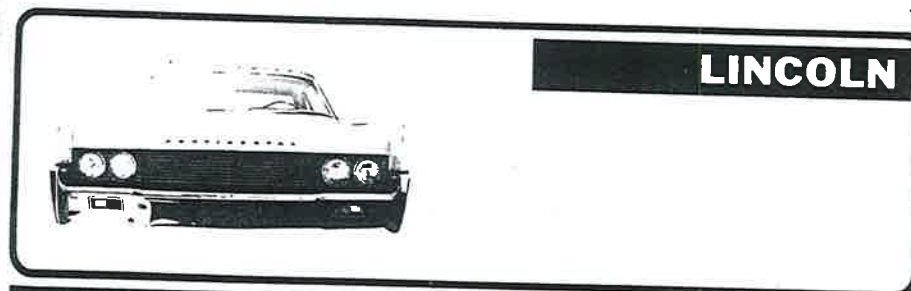
CODE	EXCISE	RETAIL	WHOLESALE
DECOR GROUP: Includes Bright Upper Door Frames & Deluxe Steering Wheel on All Sedans, Bright Drip Moldings on Breezeway Sedans & Painted Interior Rear Window Moldings on 2 & 4 Door except Breezeway			
Monterey Sedans	1.76	34.06	26.26
DECOR GROUP: Includes Deluxe Steering Wheel & Bright Drip Moldings			
Monterey 4 Dr Hardtop & Commuter	1.14	21.44	16.54
DECOR GROUP: Includes Deluxe Steering Wheel			
Monterey 2 Dr Hardtop & Convertible	.70	13.90	10.70
VISUAL SAFETY CHECK PANEL: Includes Power Door Lock Control, Emergency Flasher Control, Seat Belt Reminder Light, Door Ajar Warning Light & Low Fuel Warning Light			
All Cars with Power Door Locks without Air Conditioning	1.62	31.42	24.22

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS - Add to Base V8 Price					
330 HP 410 CID V8, 4 Bbl	Monterey, Montclair, Wagons (Std Park Lane)		3.70	73.10	56.40
345 HP 428 CID V8, 4 Bbl	Monterey, Montclair, Wagons (Std S-55)		8.60	170.20	131.40
	Park Lane		4.90	97.20	75.00
TRANSMISSION OPTIONS					
Multi-Drive Merc-O-Matic	All; This or 4 Spd Manual Required on S-55, Park Lane with Bucket Sts		11.49	226.79	175.09
4 Speed Manual	330 or 345 HP V8 except Wagons		11.49	226.79	175.09
POWER ASSIST OPTIONS					
Brakes	All		2.19	42.29	32.64
Disc Brakes, Front	All		4.90	97.20	75.00
Locks, 2 Door	All		1.91	36.51	28.21
Locks, 4 Door	All		2.90	56.90	43.90
Locks, Automatic Rear	All 4 Dr		1.45	27.85	21.45
Seat, 6 Way Bench	All without 4 Spd Manual Trans		4.85	94.45	72.95
Seat, 6 Way Bucket	All		4.30	84.20	65.00
Speed Control	All with Merc-O-Matic		4.64	90.74	70.04
Steering	All		5.25	103.95	80.25
Trunk Release	All except Wagons		.57	10.77	8.27
Windows	All		5.25	103.95	80.25
Windows, Tailgate (Std CP)	Wagons exc Colony Park		1.62	31.62	24.42
Windows, Vent	All		2.68	51.68	39.88
HEATING & AIR CONDITIONING					
Air Conditioner, Deluxe	All		21.28	421.28	325.28
Heater, (Credit if Deleted)	All without Air Conditioning		(3.81)	(73.51)	(56.76)
RADIO OPTIONS					
Antenna, Power	All except Wagons		1.47	28.97	22.37
AM & Antenna	All		3.30	60.00	46.35
AM-FM & Antenna & Rear Speaker(s)*	All		7.93	145.93	112.78
Speaker(s), Rear *	All without AM-FM		.99	18.89	14.59
Speaker, Rear Studio-Sonic AM	Not Available with Stereo-Sonic, Wagons		2.67	52.37	40.37
Speaker, Rear Studio-Sonic AM-FM	Not Available with Stereo-Sonic, Wagons		1.68	33.48	25.78

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
	Stereo-Sonic Tape System	All without 4 Spd Trans, Tach	6.50	128.50	99.20
	* Dual Speakers on All except 2 Dr HT w/Buckets, Conv, Wagons, Single Speaker for Them				
TIRE OPTIONS					
	All except Conv with Air Cond, Wagons & Park Lane 4 Dr Hardtops with Air Cond & Exhaust Emission Control				
	8.15 x 15 2 Ply 4 PR WSW		2.15	39.85	30.77
	8.45 x 15 2 Ply 4 PR BSW		1.33	15.43	12.03
	8.45 x 15 2 Ply 4 PR WSW		3.92	58.32	45.22
	Conv with Air Cond, Wagons & Park Lane 4 Dr Hardtops with Air Cond & Exhaust Emission Control				
	8.45 x 15 2 Ply 4 PR WSW		2.23	42.93	33.13
TRIM OPTIONS					
	Mats, Vinyl Front & Rear	All	.63	12.53	9.63
	Paint, Two Tone	All exc Conv, Col Park Wagon	1.14	21.54	16.59
	Roof, Oxford Vinyl Cover	2 Dr Hardtop	4.49	88.99	68.69
		4 Dr Hardtop, Breezeway Sedan	5.07	99.47	76.82
	Wheel Covers, Deluxe	Monterey & Commuter	.99	18.79	14.49
	Wheel Covers with Spinners	Monterey & Commuter	1.89	37.59	28.99
		All exc Monterey & Commuter	.99	18.79	14.49
	Wheel Covers, Wire	All exc Monterey, Wagons	2.24	44.24	34.14
		Monterey	3.24	63.04	48.64
SEAT OPTIONS					
	Seat Belts, Deluxe Front Retractors & Warning Light, Rear	All exc Park Lane (Std PL)	.77	14.47	11.17
	Seat, Third & Seat Belts	3 Seat Wagon	4.76	95.36	72.66
	Seats, Bucket with Console (Std-S-55)	Park Lane 2 Dr Hardtop, Conv	7.99	157.49	121.59
	Trim, Leather	Park Lane Hardtops	4.91	96.71	74.66
	Trim, Mondero Vinyl	Monterey Hardtops, 4 Dr Sedan (Std on Conv)	3.50	69.30	53.50
LIGHT OPTIONS					
	Dimmer, Automatic Headlight	All	2.10	41.60	32.10
	Lights, Cornering	All	1.68	33.28	25.68
	Reading Lamp, Adjustable Dome	All exc Convertibles	.50	9.80	7.50
MISCELLANEOUS EQUIPMENT					
	Axle, Power Transfer	All	2.40	46.80	36.10
	Battery, Heavy Duty - Std 345 HP V8	All without 345 HP V8	.44	7.44	5.74
	Clock, Electric	Monterey, S-55, Commuter (Std on Others)	.86	15.76	12.16
	Closed Crankcase System	California Cars Only	.29	5.19	3.99
	Exhaust Emission Control	California Cars Only	2.45	45.45	36.85
	Exhausts, Dual	330 HP V8 Only (Std 345 HP)	1.62	31.52	24.32
	Glass, Tinted All	All	2.19	42.09	32.49
	Glass, Tinted Windshield	All	1.41	27.41	21.16
	Guards, Door Edge 2 Dr	All 2 Door	.30	4.40	3.40
		All 4 Door	.46	6.66	5.16
	Mats, Vinyl Floor Front & Rear	All	.63	12.53	9.63
	Mirror, Non Glare	All	.21	4.21	3.21
	Mirror, Remote Control Left	All, except Std on Park Lane	.45	7.95	6.15
	Rack, Luggage	All Wagons	3.19	62.99	48.64
	Steering Wheel, Tilt	All with Power Steering, without 3 or 4 Speed Manual Trans	2.19	42.19	32.59
	Tachometer	S-55 Only	2.75	52.95	40.85
	Windshield Wipers, Variable	Monterey, S-55, Col Park	.59	11.59	8.89



LINCOLN

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
CONTINENTAL, 340 HP V8, 220.9" O.L.					
Coupe	89	277.00	5485.00	4167.00	
Sedan	82	289.20	5750.20	4371.20	
4 Door Convertible	86	320.83	6382.83	4859.83	

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$90 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

CONTINENTAL	462 CID V8 Engine, Twin Range Turbo-Drive Automatic Transmission, Dual Exhaust, Power Brakes-Fronts are Disc, Power Steering, 2 Way Power Seat, Power Windows, Heater & Defroster, Electric Clock, Emergency Flasher, Backup-Courtesy-Map-Glove Box-Ash Tray & Reading Lights, Non-Glare Rear View Mirror Remote Control Outside Left Mirror, Vanity Mirror, Parking Brake-Trunk-Low Fuel & Rear Door Ajar Warning Lights, with Trunk Open Warning Light on Convertible, Front & Rear Retractable Seat Belts, Wheel Covers, Padded Instrument Panel & Visors, 85 Amp Battery (Spare Tire Cover, Leather Trim, Trunk Release, on Convertible Only)
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MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
POWER ASSIST OPTIONS					
	Deck Lid Release, Remote Control	All exc Conv (Std on Conv)	1.59	33.19	25.29
	Door Locks	Coupe	2.15	44.85	34.15
		Sedan & Convertible	3.50	68.50	52.25
	Seat, 6 Way Front Bench	All	4.23	83.23	63.48
	Seat, 6 Way Left Contour	All	4.23	83.23	63.48
	Seat, 6 Way Bucket L & R Contour	All	8.46	166.46	126.96
	Speed Control	All	4.77	94.77	72.27
	Windows, Vent	All	3.64	71.64	54.64
HEATING & AIR CONDITIONING					
	Air Conditioner, Manual	All, Tinted Glass Required	23.55	471.05	359.15
	Air Conditioner, Automatic Temp Control	All, Tinted Glass Required	26.15	523.55	399.15
RADIO OPTIONS					
	AM Pushbutton, Power Antenna, 1 Rear Speaker	All	7.77	161.27	122.90
	AM-FM Signal Seeking, Power Antenna, Dual Rear Speakers				
	Exc Conv has but One	All	12.94	244.54	186.64
	AM Radio & Stereo-Sonic Tape System,				

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
	Power Antenna, Dual Rear Speaker Exc Conv has but one	All	12.94	244.54	186.64
TIRE OPTION					
	9.15x15 4 Ply Rayon WSW	All	2.80	56.80	42.80
TRIM OPTIONS					
	License Plate Frames, Fr & Rr	All	.49	9.69	7.39
	Mats, Vinyl Front & Rear	All	.63	12.83	9.73
	Roof, Embassy - Vinyl Covered	Coupe	6.00	121.10	92.30
		Sedan	6.85	134.15	102.30
SEAT OPTIONS					
	Seats, Individually Adjustable Contoured	All	9.23	192.33	146.53
	Trim, Leather	All exc Conv (Std on Conv)	5.56	111.06	84.66
	Trim, Wool Broadcloth	Sedan Only	2.87	57.47	43.77
LIGHT OPTIONS					
	Dimmer, Automatic Headlight	All	2.45	50.05	38.15
	Reminder Light, Seat Belt	All	.30	6.10	4.60
MISCELLANEOUS EQUIPMENT					
	Closed Crankcase System	California Cars Only	.29	5.19	3.99
	Differential, Directed Power	All	2.80	56.30	42.80
	Exhaust Emission Control	California Cars Only	2.70	50.00	40.50
	Glass, Tinted All	All	2.68	52.53	40.03
	Guards, Door Edge	Coupe	.30	4.50	3.40
		Sedan & Convertible	.36	6.76	5.11
	Ignition, Transistorized	All	4.78	94.68	72.18
	Mirror, Non-Glare 3 Way	All	.25	4.65	3.50
	Steering Wheel, Tilt	All	2.94	58.74	44.79
	Tire Cover, Spare	All except Convertible (Std on Conv)	.55	10.95	8.35

VALIANT



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
100, 101 HP 6 Cyl, 188.3" O.L.					
2 Door Sedan		VL21	114.00	2025.00	1645.71
4 Door Sedan		VL41	117.00	2095.00	1702.98
4 Door Wagon, 2 Seat - 189" O.L.		VL45	133.00	2387.00	1942.54
200, 101 HP 6 Cyl, 188.3" O.L.					
4 Door Sedan		VH41	124.00	2226.00	1810.42
4 Door Wagon, 2 Seat - 189" O.L.		VH45	139.00	2502.00	2036.83

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
SIGNET, 101 HP 6 Cyl, 188.3" O.L.					
2 Door Hardtop		VH23	126.00	2261.00	1839.15
Convertible - 189" O.L.		VH27	140.00	2527.00	2057.27
BARRACUDA, 145HP 6 Cyl, 188.3" O.L.					
2 Door Sports Hardtop		BP29	142.00	2556.00	2081.14
100, 180 HP V8, 188.3" O.L.					
2 Door Sedan		VL21	121.00	2153.00	1750.72
4 Door Sedan		VL41	124.00	2223.00	1807.99
4 Door Wagon, 2 Seat - 189" O.L.		VL45	140.00	2515.00	2047.55
200, 180 HP V8, 188.3" O.L.					
4 Door Sedan		VH41	131.00	2354.00	1915.43
4 Door Wagon, 2 Seat - 189" O.L.		VH45	146.00	2630.00	2141.84
SIGNET, 180 HP V8, 188.3" O.L.					
2 Door Hardtop		VH23	133.00	2389.00	1944.16
Convertible		VH27	147.00	2655.00	2162.28
BARRACUDA, 180 HP V8, 188.3" O.L.					
2 Door Sports Hardtop		BP29	146.00	2637.00	2147.51

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$20 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

100 SERIES	170 CID 6 Cylinder or 273 CID V8 Engine, 3 Speed Manual Transmission, Heater & Defroster, Front & Rear Seat Belts, Backup Lights, Padded Instrument Panel, Outside Left Mirror, Windshield Washer & Variable Speed Wipers, All Vinyl Interior, Rubber Floor Mats, 6.50 x 13 BSW Tires on 6 Cylinder Models, 7.00 x 13 Tires on V8 Models
200 SERIES	100 Series Equipment plus: Carpeting, Rear Armrests, Cigarette Lighter, Roll-Down Rear Window on Wagons, 200 Interior & Exterior Trim
SIGNET	200 Series Equipment plus: Vinyl Bench Seats, Signet Interior & Exterior Trim
BARRACUDA	225 CID 6 Cylinder or 273 CID V8 Engine, 200 Series Equipment plus: Vinyl Shell Type Bucket Seats, Vacuum Gauge, Fold Down Back Seat, Racing Stripe

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
351	BASIC GROUP: Includes Transaudio AM Radio, Outside Left Remote Control Mirror, Inside Day/Night Rearview Mirror, Deluxe Wheel Covers			
	All with 13" Wheels except Barracuda	4.75	86.55	66.85
	All with 14" Wheels except Barracuda	4.90	89.65	69.25
	Barracuda	3.70	68.35	52.80
367	FORMULA "S" PACKAGE: Commando 273 8 Cyl 4 Bbl Engine, Suspension Package (Code 368 HD Rear Springs, HD Torsion Bars, Sway Bar), Shock Absorbers - Firm Ride - Front and Rear, Tachometer, 6.95 x 14 Special Bluestreak Tires, Heavy Gauge Wide Rim 14" Wheels, 14" Wheel Covers - Bolt on Type, Formula "S" Nameplates			
	Not Available with Group 359 or 368 - Barracuda V8 Only	13.65	252.75	198.95

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE	ACCESSORY	EXCISE	RETAIL	WHOLESALE
359	SPORT GROUP: 3 Spoke Simulated Wood Grain Steering Wheel, Bolt on Design Wheel Covers, 7.00 x 13 Whitewall Tires			
	All 6 Cylinder except Barracuda, 100	5.90	109.75	84.60
	6 Cylinder Barracuda	5.05	94.53	72.55
	All 8 Cyl exc Conv with Air Conditioning, Barracuda & 100	5.30	97.30	75.00
	Barracuda V8 without Group 367	4.45	82.10	62.95
368	SUSPENSION PACKAGE: HD Rear Springs, HD Torsion Bars & Sway Bar			
	All exc Barracuda with Group 367	.75	13.60	10.50
578	TRAILER TOWING PACKAGE: Requires 395 Trans, 1.00 x 13 8 p.r. Nylon Tires unless 367 is Ordered - Not Available with Codes 359, 368 & 479			
	All 6 Cylinder	3.00	55.70	43.05
	V8 exc Barracuda with 367	1.95	36.85	28.45
	Barracuda with 367	1.25	23.30	18.00

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS					
21	145 HP 225 CID 1 Bbl 6 Cyl	All with 101 HP 6 Cyl	2.60	46.35	37.60
32	235 HP 273 CID 4 Bbl V8	All with 180 HP V8 with 393 or 395 exc Wagons	5.30	97.30	78.90
TRANSMISSION OPTIONS					
393	4 Speed Manual	All 8 Cylinder	9.55	175.45	142.25
395	Torqueflite	All 6 Cylinder	9.20	167.95	136.20
395	Torqueflite	All 8 Cylinder	9.70	177.20	143.70
POWER ASSIST OPTIONS					
451	Brakes	All	2.25	41.75	32.25
456	Steering	All	4.40	80.35	65.15
461	Window, Tailgate	Wagons Only	1.75	32.05	24.75
HEATING & AIR CONDITIONING					
411	Air Conditioner - 487				
	Required with Model 100 Series	All exc with 101 HP or 235 HP Eng with 3 Spd Trans	16.50	318.50	246.00
416	Heater (Credit if Deleted)	All exc with 411	(3.70)	(69.30)	(55.50)
RADIO OPTIONS					
421	AM - Transaudio	All	3.05	57.35	44.30
TIRE OPTIONS					
03	6.50x13 WSW	All 6 Cylinder	1.55	28.55	22.05
11	7.00x13 BSW	All 6 Cyl; Minimum with Code 411	.75	12.60	9.75
13	7.00x13 WSW	All 6 Cylinder	2.30	44.05	34.00
13	7.00x13 WSW	All 8 Cylinder	1.70	31.60	24.40
16	7.00x13 BSW 8 PR Nylon	All 6 Cylinder	3.10	59.05	45.60
16	7.00x13 BSW 8 PR Nylon	All 8 Cylinder	2.45	46.55	35.95
18	7.00x13 WSW 8 PR Nylon	All 6 Cylinder	4.75	90.55	69.95
18	7.00x13 WSW 8 PR Nylon	All 8 Cylinder	4.10	78.05	60.30
21	6.95x14 BSW	All 6 Cylinder	1.10	20.05	15.50
21	6.95x14 BSW	All 8 Cylinder	.45	7.60	5.85
23	6.95x14 WSW	All 6 Cylinder	2.75	51.60	39.85
23	6.95x14 WSW	All 8 Cylinder	2.10	39.10	30.20
28	Special Bluestreak	6 Cyl with Code 368 except Wagons	3.55	66.85	51.65

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
28	Special Bluestreak	8 Cyl with Code 368 except Wagons	2.90	54.35	42.00
23	6.95x14 WSW	With Disc Brake Pkg	1.70	31.60	24.40
28	Special Bluestreak	With Disc Brake Pkg & Code 368	2.45	46.80	36.15
TRIM OPTIONS					
294	Paint, Racing Stripes	Barracuda Only	1.70	30.65	23.70
708	Paint, Special Buffed	All exc 100 Series	1.00	16.80	13.00
292	Paint, Two Tone	100 and 200 Series Only	1.05	18.85	14.55
306-7	Roof, Vinyl	Signet 2 Dr Hardtop Only	4.00	75.10	58.00
306-7	Roof, Vinyl	Barracuda	3.35	62.60	48.35
573	Steering Wheel, 3 Spoke Simulated Wood Grain	All exc 100 Series	1.00	17.00	13.00
548	Sun Visors, Padded	All	.40	6.35	4.90
581	Wheel Covers, 13" Dlx	All exc Barracuda	1.05	18.20	14.05
581	Wheel Covers, 14" Dlx	All exc Barracuda	1.20	21.30	16.45
583	Wheel Covers 13" Bolt on Design	All exc Barracuda, 100 Series	2.60	48.70	37.60
583	Wheel Covers 13" Bolt on Design	Barracuda	1.75	33.50	25.55
583	Wheel Covers 14" Bolt on Design	All exc Barracuda, 100 Series	2.65	51.10	39.45
583	Wheel Covers 14" Bolt on Design	Barracuda	1.90	35.60	27.50
SEAT OPTIONS					
557	Belts, Retractable 2 Front and 2 Rear	All	.50	9.65	7.45
551	Cushion, Foam Front	All Valiant Bench Seats	.60	10.50	8.10
...	Seats, Vinyl Trim	200 Series Only	1.25	23.40	18.05
...	Seats, Vinyl Buckets & Trim	Signet Only	3.55	67.50	52.15
LIGHT OPTIONS					
646	Flasher, Emergency	All, Mandatory New York State	.75	12.60	9.75
MISCELLANEOUS EQUIPMENT					
471	Cleaner Air Package	6 Cyl, Calif Only - Mandatory	1.05	18.00	14.60
471	Cleaner Air Package	8 Cyl, Calif. Only - Mandatory	1.40	25.00	20.25
486	Console	Barracuda & Signet with Bucket Seats and Trans 393 & 395 Only	2.60	48.70	37.60
479	Disc Brake Package	All - See Special Tire Prices	4.30	81.95	63.30
408	Differential, Sure Grip	All	2.05	37.60	29.05
521	Glass, Tinted All Windows	All	1.55	27.90	21.55
522	Glass, Tinted Windshield	All	.85	14.05	10.85
483	Guards, Front & Rear Bumper	All	1.00	17.45	13.50
487	Lighter, Cigar	100 Series Only	.25	3.70	2.85
509	Lock, Glove Box	All exc Conv & Barracuda	.25	3.95	3.05
463	Luggage Rack, Roof	Wagons Only	2.45	46.55	35.95
534	Mirror, Inside Day/Night	All	.25	4.15	3.20
536	Mirror, Outside Left				
	Remote Control	All	.40	6.85	5.30
638	Shock Absorbers, Firm Ride	All	.25	3.25	2.50
628	Steering, Fast Manual -	All without Power Steering	.75	13.25	10.25
577	Tachometer	8 Cylinder Barracuda Only	2.60	48.70	37.60
579	Undercoating & Hood Pad	All	.90	15.40	11.90
467	Wind Deflectors	Wagons Only	.90	15.40	11.90

BELVEDERE



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
BELVEDERE I, 145 HP 6 Cyl, 200.5" O.L.					
2 Door Sedan		RL21	127.00	2277.00	1848.25
4 Door Sedan		RL41	129.00	2315.00	1879.41
4 Door, Wagon, 2 Seat - 207.1" O.L.		RL45	144.00	2605.00	2117.16
BELVEDERE II, 145 HP 6 Cyl, 200.5" O.L.					
2 Door Hardtop		RH23	135.00	2430.00	1973.70
4 Door Sedan		RH41	134.00	2405.00	1953.26
Convertible		RH27	146.00	2644.00	2149.13
4 Door Wagon, 2 Seat - 207.1" O.L.		RH45	149.00	2695.00	2191.01
4 Door Wagon, 3 Seat - 208.1" O.L.		RH46	155.00	2804.00	2280.44
BELVEDERE I, 180 HP V8, 200.5" O.L.					
2 Door Sedan		RL21	132.00	2371.00	1925.34
4 Door Sedan		RL41	134.00	2409.00	1956.50
4 Door Wagon, 2 Seat - 207.1" O.L.		RL45	149.00	2699.00	2194.25
BELVEDERE II, 180 HP V8, 200.5" O.L.					
2 Door Hardtop		RH23	140.00	2524.00	2050.79
4 Door Sedan		RH41	139.00	2499.00	2030.35
Convertible		RH27	151.00	2738.00	2226.22
4 Door Wagon, 2 Seat - 207.1" O.L.		RH45	154.00	2789.00	2268.10
4 Door Wagon, 3 Seat - 208.1" O.L.		RH46	160.00	2898.00	2357.53
SATELLITE, 180 HP V8, 200.5" O.L.					
2 Door Hardtop		RP23	149.00	2695.00	2191.01
Convertible		RP27	160.00	2910.00	2367.25

DEALER PREPARATION CHARGE - Factory suggested charge for pre-delivery and post-delivery service is \$25 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

BELVEDERE I	225 CID 6 Cylinder or 273 CID V8 Engine, 3 Speed Manual Transmission, Padded Instrument Panel, Outside Left Rearview Mirror, Front & Rear Seat Belts, Windshield Washer & Variable Speed Wipers, Backup Lights, Heater & Defroster, 6.95 x 14 BSW Tires on 6 Cylinder Sedans, 7.35 x 14 BSW Tires on V8 Sedans, 7.75 x 14 BSW Tires on 2 Seat Wagons
BELVEDERE II	Belvedere I Equipment plus: Carpeting, Code 551 Air Foam Seat Cushions, Vinyl-and-Fabric Interior, Glove Box Light, All Vinyl Interior on Convertible & Wagon Power Tailgate Window & Luggage Light on 3 Seat Wagon, 3 Seat Wagon has 8.25 x 14 BSW Tires
SATELLITE	Belvedere II Equipment plus: 273 CID V8 Engine, Vinyl Bucket Seats & Console, Code 581 Wheel Covers, Fender Mounted Turn Signals, Console & Glove Box Lights, Rear Arm Rests

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
351 BASIC GROUP: Includes AM Radio, Outside Left Remote Control Mirror, Inside Rearview Day/Night Mirror, Deluxe Wheel Covers (Standard on Satellite)	Belvedere I and II Satellite	4.80 3.60	88.25 66.95	68.15 51.70
362 LIGHT PACKAGE: Includes Glove Box Light (Standard on Belvedere II and Satellite), Parking Brake Warning Light, Luggage Compartment Light (Standard on 3 Seat Wagon)	Belvedere I Satellite and Belvedere II exc 3 Seat Wagon 3 Seat Wagon	.70 .50 .30	11.65 9.45 4.25	9.00 7.30 3.30
624 PERFORMANCE SUSPENSION PACKAGE: (Standard with Trailer Towing Package or 426 CID Engine); Includes Heavy Duty Rear Springs, Shock Absorbers and Torsion Bars, and Sway Bar	All Models	1.40	25.65	19.80
578 TRAILER TOWING PACKAGE: Minimum Requirements - Torqueflite, 318 CID Engine, 7.75 x 14 Tires (Except Wagons) 8.25 x 14 8 p.r. Nylon Tires (Wagons). Must be ordered Separately	All Models	3.35	62.60	48.35
479 DISC BRAKE PACKAGE: Requires Power Brakes, Not Available with Code 578	All V8	4.60	88.20	68.10

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS - Add To Base V8 Price					
41	230 HP 318 CID V8 2 Bbl*	All V8	1.65	30.05	24.35
51	265 HP 361 CID V8 2 Bbl*	V8 with Transmissions 393 or 395	4.85	87.75	71.15
62	325 HP 383 CID V8 4 Bbl	V8 with Transmission 393 or 395	8.20	149.60	121.30
73	425 HP 426 CID V8 2-4 Bbl Includes Blue Streak Tires	V8 with Trans 393 or 395 exc Wgns Differential 408 Req with Trans 393	49.45	907.60	735.95
* Uses Regular Fuel					
TRANSMISSION OPTIONS					
393	4 Speed Manual	With Engines 51, 62, 73 Only	9.55	184.20	142.25
395	Torqueflite	With Base 180 HP V8	10.85	198.35	160.85
395	Torqueflite	With Engines 41, 51, 62, 73	11.30	206.30	167.30
395	Torqueflite	With 6 Cylinder Engine	10.30	187.80	152.30
POWER ASSIST OPTIONS					
451	Brakes	All	2.25	41.75	32.25
456	Steering	All	4.40	84.35	65.15
458	Windows	2 Door Models Only	5.25	100.25	77.45
461	Window, Tailgate	2 Seat Wagons Only	1.75	32.05	24.75
HEATING & AIR CONDITIONING					
411	Air Conditioner	All exc with Engine 51 with Manual Transmission or Engine 73	18.45 (3.80)	338.45 (70.30)	274.45 (56.30)
416	Heater (Credit if Deleted)	All exc with 411			
RADIO OPTIONS					
421	AM - Transaudio	All	3.05	57.35	44.30
426	Speaker, Rear Seat	All exc Wagons and Convertibles	.85	14.05	10.85
TIRE OPTIONS					
23	6.95x14 WSW	6 Cyl exc Conv Wgns & 411	1.70	31.60	24.40

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
31	7.35x14 BSW	6 Cyl exc Conv & Wgns	.75	12.60	9.75
33	7.35x14 WSW	6 Cyl exc Conv & Wgns	2.40	45.20	34.90
33	7.35x14 WSW	6 Cyl Conv. V8 exc Wgns & 411	1.75	32.70	25.25
41	7.75x14 BSW	6 Cyl exc Conv & Wgns	1.45	26.45	20.45
41	7.75x14 BSW	6 Cyl Conv.; V8 exc Wgns	.85	14.05	10.85
43	7.75x14 WSW	6 Cyl exc Conv & Wgns	3.10	59.05	45.60
43	7.75x14 WSW	6 Cyl Conv.; V8 exc Wgns	2.45	46.55	35.95
43	7.75x14 WSW	2 Seat Wgn	1.75	32.70	25.25
55	8.35x14 BSW	2 Seat Wgn	.85	14.05	10.85
53	8.25x14 WSW	2 Seat Wgn	2.90	54.85	42.35
53	8.25x14 WSW	3 Seat Wgn	2.20	40.95	31.65
56	8.25x14 BSW 8 PR Nylon	2 Seat Wgn	3.20	60.45	46.70
56	8.25x14 BSW 8 PR Nylon	3 Seat Wgn	2.45	46.55	35.95
59	8.25x14 WSW 8 PR Nylon	2 Seat Wgn	5.25	101.25	78.20
59	8.25x14 WSW 8 PR Nylon	3 Seat Wgn	4.55	87.40	67.50
TRIM OPTIONS					
708	Paint, Special Buffed	All	1.20	20.95	16.20
292	Paint, Two Tone	All exc Convertibles	1.20	21.55	16.65
571	Steering Wheel, 2 Spoke with Full Horn Ring	All	.60	10.50	8.10
573	Steering Wheel, 3 Spoke Simulated Wood Grain	Belvedere II and Satellite	1.00	16.80	13.00
548	Sun Visors, Padded	All	.40	6.35	4.90
306-7	Vinyl Top	2 Door Hardtops Only	4.00	75.10	58.00
581	Wheel Covers	Belvedere I & II	1.20	21.30	16.45
SEAT OPTIONS					
557	Belts, Retractable - 2 Front & Rear	All	.50	9.65	7.45
551	Cushion, Foam Front	Belvedere I Only	.60	10.50	8.10
...	Seats, Vinyl Trim	Models RH 23 & RH 41 Only	1.30	24.20	18.70
LIGHT OPTIONS					
646	Emergency Flasher	All, Mandatory New York State	.75	12.60	9.75
MISCELLANEOUS EQUIPMENT					
471	Cleaner Air Package	6 Cyl, Calif. Only - Mandatory	1.05	18.00	14.60
471	Cleaner Air Package	8 Cyl exc Engine 73, Calif Only - Mandatory	1.40	25.00	20.25
484	Clock, Electric	All	.85	15.30	11.80
408	Differential, Sure Grip	All	2.05	37.60	29.05
479	Disc Brake Package	V8 Only	4.60	88.20	68.10
521	Glass, Tinted - All Windows	All	2.10	39.50	30.50
522	Glass, Tinted - Windshield Only	All	1.20	21.20	16.40
481	Guards, Front Bumper	All	1.00	16.80	13.00
482	Guards, Rear Bumper	All exc 3 Seat Wgn	.85	14.05	10.85
483	Guards, FR & RR Bumper	All exc 3 Seat Wgn	1.85	30.85	23.85
464	Lock, Luggage Compartment	2 Seat Wgn Only	.60	10.50	8.10
463	Luggage Rack, Roof	Wagons Only	2.45	46.55	35.95
534	Mirror, Inside Rear View Day/Night	All	.25	4.15	3.20
536	Mirror, Outside Left Remote Control	All	.30	5.45	4.20
577	Tachometer	Satellite Only	2.60	48.70	37.60
579	Undercoating & Wood Pad	All	.90	15.40	11.90

PLYMOUTH



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
FURY I, 145 HP 6 Cyl, 209.8" O.L.					
2 Door Sedan		PL21	128.00	2426.00	1866.66
4 Door Sedan		PL41	131.00	2479.00	1908.16
4 Door Wagon, 2 Seat - 216.1" O.L.		PL45	149.00	2836.00	2187.19
FURY II, 145 HP 6 Cyl, 209.8" O.L.					
2 Door Sedan		PM21	133.00	2526.00	1944.81
4 Door Sedan		PM41	136.00	2579.00	1986.31
FURY III, 145 HP, 6 Cyl 209.8" O.L.					
2 Door Hardtop		PH23	143.00	2724.00	2099.57
4 Door Sedan		PH41	143.00	2718.00	2094.95
FURY I, 230 HP V8, 209.8" O.L.					
2 Door Sedan		PL21	133.00	2531.00	1948.66
4 Door Sedan		PL41	136.00	2584.00	1990.16
4 Door Wagon, 2 Seat - 216.1" O.L.		PL45	154.00	2941.00	2269.19
FURY II, 230 HP V8, 209.8" O.L.					
2 Door Sedan		PM21	138.00	2631.00	2026.81
4 Door Sedan		PM41	141.00	2684.00	2068.31
4 Door Wagon, 2 Seat - 216.1" O.L.		PM45	156.00	2986.00	2304.30
4 Door Wagon, 3 Seat - 217.4" O.L.		PM46	161.00	3087.00	2383.22
FURY III, 230 HP V8, 209.8" O.L.					
2 Door Hardtop		PH23	148.00	2829.00	2181.57
4 Door Sedan		PH41	148.00	2823.00	2176.95
4 Door Hardtop		PH43	151.00	2893.00	2231.54
Convertible		PH27	160.00	3074.00	2372.98
4 Door Wagon, 2 Seat - 216.1" O.L.		PH45	162.00	3115.00	2405.01
4 Door Wagon, 3 Seat - 217.4" O.L.		PH46	167.00	3216.00	2483.93
SPORT FURY, 230 HP V8, 209.8" O.L.					
2 Door Hardtop		PP23	157.00	3006.00	2319.93
Convertible		PP27	169.00	3251.00	2511.34
V.I.P., 230 HP V8, 209.8" O.L.					
2 Door Hardtop		PS23	160.00	3069.00	2369.13
4 Door Hardtop		PS43	163.00	3133.00	2419.10

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$40 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

FURY I	225 CID 6 Cylinder or 318 CID V8 Engine, 3 Speed Manual Transmission, Heater & Defroster, Backup Lights, Windshield Washer & Variable Speed Wipers, Padded Instrument Panel, Outside Left Mirror, Front & Rear Seat Belts, Front & Rear Armrests, Formed Carpet Floor Covering, Dual Sun Visors, Dome Light, 7.35 x 14 BSW Tires for 6 Cylinder Models except Wagons, 7.75 x 14 BSW Tires for V8 Models except Wagons, 8.55 x 14 BSW Tires for Wagons
FURY II	Fury I Equipment plus: Code 551 Air Foam Seat Cushions, Glove Box Light, Fury II Exterior & Interior Trim, 3 Seat Wagons have Step Pad Bumper Guards, Power Tailgate Window, Luggage Compartment Light
FURY III	Fury II Equipment plus: Electric Clock, Code 362 Light Package, Fury III Exterior & Interior Trim, Code 484 Electric Clock
SPORT FURY	Fury III Equipment plus: Vinyl Bucket Seats & Console, Fender Skirts, Wheel Covers, Console Lights, 3 Spoke Steering Wheel, Hood Mounted Turn Signal Indicator, Sport Fury Exterior & Interior Trim
V.I.P.	318 CID V8 Engine, 3 Speed Manual Transmission, (Sport Fury Equipment minus Bucket Seats, Console & Sport Fury Trim), Deep Pile Carpeting, Assist Handles, Woodgrain Interior Trim, Dual Reading Lights, Flush Mounted Safety Door Handles, Luxury Padded Armrests, Front & Rear Pull Down Center Armrests, Special Deep Foam Padded Seats with V.I.P. Luxury Fabric Coverings, 7.75 x 14 BSW Tires

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
351	BASIC GROUP: Includes AM Radio, Outside Left Remote Control Mirror, Inside Rearview Day/Night Mirror, Deluxe Wheel Covers (Std on Fury & V.I.P.)			
	Fury I, II, III	4.80	88.25	68.15
	Sport Fury	3.60	66.95	51.70
362	LIGHT PACKAGE: Includes Glove Box Light (Standard on Fury II), Parking Brake Warning Light, Luggage Compartment Light (Standard on 3 Seat Wagon)			
	Fury I	.70	11.65	9.00
	Fury II exc 3 Seat Wagon	.50	9.45	7.30
	Fury II 3 Seat Wagon	.30	4.25	3.30
	Fury III, Sport Fury		NO	CHARGE
624	PERFORMANCE SUSPENSION PACKAGE: (Standard with Trailer Towing Package and 426 CID Engines) Includes HD Rear Springs, Special Torsion Bars, HD Shock Absorbers, Sway Bar (Standard on Wagons and with Engines 61 and 62), All exc Wagons, VIP and Code 61 & 62	1.40	25.65	19.80
	Wagons and Code 61 & 62	.90	15.90	12.30
578	TRAILER TOWING PACKAGE: Includes Group 624 - Req 395 Trans N.A. with Code 479			
	All with Base V8 exc Wgns	3.35	62.60	48.35
	Wagons and Code 61 and 62	2.85	52.85	40.85
	All with Code 82	2.00	37.00	28.60
479	DISC BRAKE PACKAGE: Power Brakes Required			
	All V8 without Codes 584, 578, 473 & 14" Wheels & Tires			
	See Special Tires	5.75	109.70	84.75

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS — Add to Base V8 Price					
61	270 HP 383 CID 2 Bbl V8*	All V8 exc Transmission 393	3.80	69.70	56.50
62	325 HP 383 CID 4 Bbl V8	All V8	6.55	119.55	96.95
82	365 HP 440 CID 4 Bbl V8	All V8 with Trans 393, 395	12.75	233.65	189.45
* Uses Regular Fuel					
TRANSMISSION OPTIONS					
393	4 Speed Manual	All with Engines 62 or 82	9.55	184.20	142.25
395	Torqueflite	All 6 Cylinder	10.30	187.80	152.30
395	Torqueflite	All V8	11.30	206.30	167.30
POWER ASSIST OPTIONS					
473	Auto Pilot	V8 exc with Manual Trans or Brakes	4.40	83.35	64.40
451	Brakes	All	2.25	41.75	32.25
452	Door Locks	All 2 Door	2.00	36.25	28.00
452	Door Locks	All 4 Door	2.90	54.25	41.90
453	Seat, 6 Way Bench	Fury III and VIP	4.90	93.75	72.40
454	Seat, 6 Way Bucket - Left Side	Sport Fury Only	4.75	90.30	69.75
456	Steering	All	4.95	94.85	73.25
458	Windows	All exc Fury I & II	5.25	100.25	77.45
461	Window, Tailgate	2 Seat Wagons	1.75	32.05	24.75
HEATING AND AIR CONDITIONING					
411	Air Conditioner, Single	All exc with Eng 61 or 62 with 3 Speed Trans or Eng 82 with Trans 393	18.45	338.45	274.45
412	Air Conditioner, Dual - 534 Required	Wagons exc with Eng 61 or 62 with 3 Speed Trans or Eng 82 with Trans 393	29.25	538.00	436.25
		All without 411 or 412	(3.80)	(73.80)	(56.30)
416	Heater (Credit if Deleted)	All exc Wagons and Convertibles	1.10	20.20	15.60
418	Defogger, Rear Window				
RADIO OPTIONS					
421	AM - Transaudio	All	3.05	57.35	44.30
423	AM/FM	All	6.60	126.70	97.85
426	Rear Seat Speaker	All exc Wagons	.85	14.05	10.85
TIRE OPTIONS					
33	7.35x14 WSW	6 Cyl exc Cars with 411; Wagons	1.75	32.70	25.25
41	7.75x14 BSW	6 Cyl exc Wagons	.85	14.05	10.85
43	7.75x14 WSW	6 Cyl exc Wagons	2.45	46.55	35.95
43	7.75x14 WSW	V8 exc Cars with 411; Wagons	1.75	32.70	25.25
51	8.25x14 BSW	6 Cyl exc Wagons	1.55	27.90	21.55
51	8.25x14 BSW	V8 exc Wagons	.85	14.05	10.85
53	8.25x14 WSW	6 Cyl exc Wagons	3.60	68.70	53.05
53	8.25x14 WSW	V8 exc Wagons	2.90	54.85	42.35
61	8.55x14 BSW	6 Cyl exc Wagons	2.40	45.60	35.20
61	8.55x14 BSW	V8 exc Wagons	1.65	31.65	24.45
63	8.55x14 WSW	6 Cyl exc Wagons	4.75	90.30	69.75
63	8.55x14 WSW	V8 exc Wagons	4.05	76.45	59.05
63	8.55x14 WSW	Wagons	2.40	44.80	34.60
66	8.55x14 BSW 8 PR Nylon	6 Cyl exc Wagons	4.85	92.10	71.15
66	8.55x14 BSW 8 PR Nylon	V8 exc Wagons	4.10	78.20	60.40
66	8.55x14 BSW 8 PR Nylon	Wagons	2.45	46.55	35.95
68	8.55x14 WSW 8 PR Nylon	6 Cyl exc Wagons	7.15	136.80	105.65
68	8.55x14 WSW 8 PR Nylon	V8 exc Wagons	6.45	122.90	94.95
68	8.55x14 WSW 8 PR Nylon	Wagons	4.75	91.20	70.45

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
TIRE OPTIONS (Cont'd)					
94	8.15x15 WSW	V8 with Disc Brakes exc Wgns	2.20	40.95	31.65
96	8.15x15 BSW 8 PR Nylon	V8 with Disc Brakes exc Wgns	2.45	46.55	35.95
98	8.15x15 WSW 8 PR Nylon	V8 with Disc Brakes exc Wgns	4.55	87.40	67.50
98	8.15x15 WSW 8 PR Nylon	V8 Wagons with Disc Brakes	2.20	40.95	31.65
TRIM OPTIONS					
708	Paint, Special Buffed	All exc Fury I & II	1.20	20.95	16.20
292	Paint, Two Tone	All exc Convertible	1.20	21.55	16.65
586	Skirts, Wheel House Opening	Fury I, II, III exc Wagons	1.05	18.85	14.55
573	Steering Wheel, 3 Spoke	All exc Sport Fury	.85	14.70	11.35
548	Sun Visors, Padded	All	.40	6.35	4.90
306-7	Vinyl Roof	2 and 4 Door Hardtops	4.00	75.10	58.00
581	Wheel Cover, Deluxe	Fury I, II, III	1.20	21.30	16.45
581	Wheel Covers 15" Deluxe	Fury I, II, III with Disc Brakes	1.55	27.90	21.55
584	Wheel Covers, Deep Dish	Fury I, II, III exc with Tires 33 or 41	3.05	57.00	44.05
584	Wheel Covers, Deep Dish	Sport Fury & VIP	2.20	41.05	31.70
SEAT OPTIONS					
522	Belts, Retractable - 2 Front & Rear	All	.50	9.65	7.45
551	Cushion, Foam Front	Fury I	.60	10.50	8.10
...	Seats, Vinyl & Trim	Fury I, II, III 4 Dr Sdn & Hardtops	1.30	24.20	18.70
LIGHT OPTIONS					
546	Flasher, Emergency	All - Mandatory New York State	.75	12.60	9.75
MISCELLANEOUS EQUIPMENT					
479	Brakes, Disc-15" Wheel Covers Required	8 Cyl with 451 without 473, 351, 578, 584	5.75	109.70	84.75
471	Cleaner Air Package	6 Cyl, Calif Only - Mandatory	1.05	18.00	14.60
471	Cleaner Air Package	V8, Calif Only - Mandatory	1.40	25.00	20.25
484	Clock, Electric	Fury I & II	.85	15.30	11.80
408	Differential, Sure Grip	All	2.60	48.70	37.60
521	Glass, Tinted - All Windows	All	2.10	39.50	30.50
522	Glass, Tinted - Windshield	All	1.20	21.20	16.40
481	Guards, Front Bumper	All	1.00	16.80	13.00
482	Guards, Rear Bumper	All exc 3 Seat Wagons	1.00	16.80	13.00
483	Guards, Front & Rear Bumper	All exc 3 Seat Wagons	2.00	33.60	26.00
462	Handles, Assist	Wagons	.90	16.05	12.40
464	Lock, Luggage Compartment	Wagons	.60	10.50	8.10
463	Luggage Rack, Roof	Wagons	2.45	46.55	35.95
534	Mirror, Inside Day/Night	All	.25	4.15	3.20
536	Mirror, Outside Left	All	.30	5.45	4.20
569	Steering Wheel, Tilt-A-Scope	All with 456 & 393, 395	4.55	86.80	67.05
624	Suspension, Heavy Duty	VIP with Base V8	1.40	25.65	19.80
624	Suspension, Heavy Duty	VIP with Engine 61, 62	.90	15.90	12.30
577	Tachometer	Sport Fury Only	2.60	48.70	37.60
579	Undercoating & Hood Pad	All	.90	15.40	11.90


DART

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
STANDARD DART, 101 HP 6 Cyl, 196.3" O.L.					
2 Door Sedan		LL21	117.00	2094.00	1702.17
4 Door Sedan		LL41	121.00	2158.00	1754.77
4 Door Wagon, 2 Seat, 190.2" O.L.		LL45	135.00	2436.00	1982.61
270, 101 HP 6 Cyl, 196.3" O.L.					
2 Door Sedan		LH21	124.00	2214.00	1800.70
2 Door Hardtop		LH23	129.00	2307.00	1876.98
4 Door Sedan		LH41	127.00	2280.00	1854.73
Convertible		LH27	142.00	2570.00	2092.48
4 Door Wagon, 2 Seat, 190.2" O.L.		LH45	140.00	2533.00	2062.13
GT, 101 HP 6 Cyl, 196.3" O.L.					
2 Door Hardtop		LP23	134.00	2417.00	1967.03
Convertible		LP27	149.00	2700.00	2199.11
STANDARD DART, 180 HP V8, 196.3" O.L.					
2 Door Sedan		LL21	124.00	2222.00	1807.18
4 Door Sedan		LL41	128.00	2286.00	1859.78
4 Door Wagon, 2 Seat, 190.2" O.L.		LL45	142.00	2564.00	2087.62
270 SERIES, 180HP V8, 196.3" O.L.					
2 Door Sedan		LH21	131.00	2342.00	1905.71
2 Door Hardtop		LH23	136.00	2435.00	1981.99
4 Door Sedan		LH41	134.00	2408.00	1959.74
Convertible		LH27	149.00	2698.00	2197.49
4 Door Wagon, 2 Seat, 190.2" O.L.		LH45	147.00	2661.00	2167.14
GT SERIES, 180 HP V8 196.3" O.L.					
2 Door Hardtop		LP23	141.00	2545.00	2072.04
Convertible		LP27	156.00	2828.00	2304.12

DEALER PREPARATION CHARGE - Factory suggested charge for pre-delivery and post-delivery service is \$20 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

DART SERIES

170 CID 6 Cylinder or 273 CID V8 Engine, 3 Speed Manual Transmission, Heater & Defroster, Front & Rear Seat Belts, Padded Dash, Cigarette Lighter, Variable Speed Windshield Wipers & Washer, Outside Left Mirror, Backup Lights, Rubber Floor Mats, 6.50 x 13 BSW 4 p.r. Tires on 6 Cylinder Equipped Cars & 7.00 x 13 BSW 4 p.r. Tires on V8 Equipped Cars

270 SERIES

Dart Equipment plus: Carpeting, Code 571, Horn Ring, 270 Trim & Interior

GT SERIES

270 Series Equipment plus: 581 Wheel Covers, Side Molding, Vinyl Front Bucket Seats with 2 Way Manual & 4 Way Mechanical Adjustment, Code 551

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
351	DART ACCESSORY GROUP: Includes Music Master Radio, Remote Control Outside Left Mirror, Non-Glare Inside Mirror & Wheel Covers (STD GT)			
	Dart, 270 with 13" Wheels	4.60	84.00	64.90
	Dart, 270 with 14" Wheels	4.90	89.65	69.25
	GT	3.70	68.35	52.80
368	DART RALLYE PACKAGE: Includes Heavy Duty Rear Springs, Torsion & Sway Bars, 6.95 x 14 Blue Streak Tires & Wide Rim Wheels			
	6 Cyl exc Conv, Wagons	4.20	80.35	62.05
	6 Cyl Conv & All V8 exc Wagons	3.55	67.85	52.40
578	TRAILER TOWING PACKAGE: Requires Code 395, 21 if 6 Cyl, 7.00 x 13 8 p.r. Nylon Tires; Not Available with Code 368 or 32			
	6 Cylinder	3.00	55.70	43.05
	V8	1.95	36.85	28.45

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS					
21	145 HP 225 CID 6 Cyl	All 6 Cylinder	2.60	46.35	37.60
32	235 HP 273 CID V8-4 Bbl	All V8 with Trans 393 or 395 exc Wgns	5.30	97.30	78.90
TRANSMISSION OPTIONS					
393	4 Speed Manual - V8	All V8	9.55	175.45	142.25
395	Torqueflite - 6 Cylinder	All 6 Cylinder	9.20	167.95	136.20
395	Torqueflite - V8	All V8	9.70	177.20	143.70
POWER ASSIST OPTIONS					
451	Brakes	All	2.25	41.75	32.25
456	Steering	All	4.40	80.35	65.15
461	Window, Tailgate	Wagons	1.75	32.05	24.75
HEATING & AIR CONDITIONING					
411	Air Conditioner	With Engine 21 or V8 with Trans 393 or 395	16.50	318.50	246.00
416	Heater (Credit if Deleted)	All exc with 411	(3.70)	(69.30)	(55.50)
RADIO OPTIONS					
421	AM Music Master	All	3.05	57.35	44.30
TIRE OPTIONS - Tubeless					
03	6.50x13 WSW	6 Cyl exc Conv without 411	1.55	28.55	22.05
11	7.00x13 BSW	6 Cyl exc Convertible	.75	12.60	9.75
13	7.00x13 WSW	6 Cyl exc Convertible	2.30	44.05	34.00
13	7.00x13 WSW	6 Cyl Conv & All V8	1.70	31.60	24.40
16	7.00x13 8 PR BSW Nylon	6 Cyl exc Convertible	3.10	59.05	45.60
16	7.00x13 8 PR BSW Nylon*	6 Cyl Conv & All V8	2.45	46.55	35.95
18	7.00x13 8 PR WSW Nylon	6 Cyl exc Convertible	4.75	90.55	69.95
18	7.00x13 8 PR WSW Nylon*	6 Cyl Conv & All V8	4.10	78.05	60.30
21	6.95x14 BSW	6 Cyl exc Convertible	1.10	20.05	15.50
21	6.95x14 BSW	6 Cyl Conv & All V8	.45	7.60	5.95
23	6.95x14 WSW	6 Cyl exc Convertible	2.75	51.60	39.85
23	6.95x14 WSW	6 Cyl Conv & All V8	2.10	39.10	30.20
23	6.95x14 WSW	With Disc Brake Package	1.70	31.60	24.40
*Required Size for Convertible with Air Conditioning					
TRIM OPTIONS					
709	Paint, Spec Buffed	All 270 & GT	1.00	16.80	13.00

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
292	Paint, Two Tone	All exc 2 Dr Hardtops & Conv	1.05	18.85	14.55
548	Sun Visors, Padded	All	.40	6.35	4.90
571	Steering Wheel & Horn Ring	Dart Only	.60	10.50	8.10
573	Steering Wheel, 3 Spoke - Sports Type	270 & GT	1.00	17.00	13.00
306-7	Vinyl Roof Cover	GT 2 Door Hardtop	2.60	48.70	37.60
581	Wheel Covers 13" Wheels	Dart & 270	.90	15.65	12.10
581	Wheel Covers 14" Wheels	Dart & 270	1.20	21.30	16.45
SEAT OPTIONS					
557	Belts, Retractable - 4	All	.50	9.65	7.45
551	Cushion, Front Air Foam	Dart & 270	.60	10.50	8.10
...	Seats, Vinyl	270 4 Door Sedan Only	1.25	23.40	18.05
LIGHT OPTIONS					
646	Flasher, Emergency	All, Mandatory New York State	.75	12.60	9.75
MISCELLANEOUS EQUIPMENT					
467	Air Deflector, Rear Pillar	Wagons	.90	15.40	11.90
471	Cleaner Air Package	6 Cyl, Calif Only - Mandatory	1.05	18.00	14.60
471	Cleaner Air Package	V8, Calif Only - Mandatory	1.40	25.00	20.25
486	Console	GT with Transmission 393 or 395	2.60	48.70	37.60
408	Differential Sure Grip	All	2.05	37.60	29.05
521	Glass, Tinted - All Windows	All	1.55	27.90	21.55
522	Glass, Tinted - Windshield	All	.85	14.05	10.85
481	Guards, Front Bumper	All	.70	12.15	9.40
482	Guards, Rear Bumper	All	.50	8.70	6.70
483	Guards, Front & Rear Bumper	All	1.20	20.85	16.10
509	Lock, Glove Box	270 & GT - Std on Conv	.25	3.95	3.05
463	Luggage Rack, Roof	Wagons	2.45	46.55	35.95
534	Mirror, Inside Glare Proof	All	.25	4.15	3.20
536	Mirror, Outside Left - Remote Control	All	.40	6.85	5.30
638	Shock Absorbers - Firm Ride	All	.25	3.25	2.50
628	Steering, Fast Manual	All without Power Steering	.75	13.25	10.25
577	Tachometer	GT V8 with Console	2.60	48.70	37.60
579	Undercoating & Hood Pad	All	.90	15.40	11.90

CORONET**BASE RETAIL & WHOLESALE PRICES AT THE FACTORY**

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
STANDARD CORONET - 145 HP 6 Cyl, 203.2" O.L.					
2 Door Sedan		WE21	126.00	2264.00	1837.53
4 Door Sedan		WE41	128.00	2302.00	1868.69

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
CORONET DELUXE - 145 HP 6 Cyl, 203.2" O.L.					
2 Door Sedan		WL21	128.00	2303.00	1869.50
4 Door Sedan		WL41	130.00	2341.00	1900.66
4 Door Wagon, 2 Seat - 207.9" O.L.		WL45	145.00	2631.00	2138.41
CORONET 440, 145 HP 6 Cyl, 203.2" O.L.					
2 Door Hardtop		WH23	136.00	2457.00	1995.76
4 Door Sedan		WH41	135.00	2432.00	1975.32
Convertible		WH27	148.00	2672.00	2172.19
4 Door Wagon, 2 Seat - 207.9" O.L.		WH45	150.00	2722.00	2213.07
CORONET 500, 145 HP 6 Cyl, 203.2" O.L.					
2 Door Hardtop		WP23	144.00	2611.00	2122.02
4 Door Sedan		WP41	143.00	2586.00	2101.58
Convertible		WP27	156.00	2827.00	2299.26
STANDARD CORONET 180 HP V8, 203.2" O.L.					
2 Door Sedan		WE21	131.00	2358.00	1914.62
4 Door Sedan		WE41	133.00	2396.00	1945.78
CORONET DELUXE, 180 HP V8, 203.2" O.L.					
2 Door Sedan		WL21	133.00	2397.00	1946.59
4 Door Sedan		WL41	135.00	2435.00	1977.75
4 Door Wagon, 2 Seat - 207.9" O.L.		WL45	150.00	2725.00	2215.50
CORONET 440, 180 HP V8, 203.2" O.L.					
2 Door Hardtop		WH23	141.00	2551.00	2072.85
4 Door Sedan		WH41	140.00	2526.00	2052.41
Convertible		WH27	153.00	2766.00	2249.28
4 Door Wagon, 2 Seat - 207.9" O.L.		WH45	155.00	2816.00	2290.16
4 Door Wagon, 3 Seat - 209" O.L.		WH46	161.00	2926.00	2380.40
CORONET 500, 180 HP V8, 203.2" O.L.					
2 Door Hardtop		WP23	149.00	2705.00	2199.11
4 Door Sedan		WP41	148.00	2680.00	2178.67
Convertible		WP27	161.00	2921.00	2376.35
CHARGER, 230 HP V8, 203.6" O.L.					
2 Door Sport Hardtop		XP29	173.00	3146.00	2560.88

DEALER PREPARATION CHARGE - Factory suggested charge for pre-delivery and post-delivery service is \$25 on all models. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

CORONET	225 CID 6 Cylinder or 273 CID V8 Engine, 3 Speed Manual Transmission, Heater & Defroster, Padded Dash, Variable Speed Windshield Wipers & Washer, Outside Left Mirror, Backup Lights, Black Rubber Floor Mats, Front Seat with 6 Way Mechanical Adjustment, 6.95 x 14 BSW 4 p.r. Tires on 6 Cylinder Cars & 7.35 x 14 BSW 4 p.r. Tires on V8 Cars
CORONET DELUXE	Coronet Equipment plus: Color Keyed Rubber Floor Mats, Cigarette Lighter, Deluxe Interior & Exterior Trim, 7.75 x 14 BSW Tires on 2 Seat Wagon
CORONET 440	Coronet Deluxe Equipment plus: Air Foam Front Seat, Map & Courtesy Lights, Full Horn Ring, Carpeting, Sill Molding, Foam Cushioned Rear Seat, All Vinyl Interior on Hardtop, Convertible & Wagons, Power Tailgate Window on 3 Seat Wagon, Power Top on Convertible, 8.25 x 14 BSW Tires on 3 Seat Wagon

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

CORONET 500	Coronet 440 Equipment plus: Deluxe Steering Wheel, Wheel Covers, All Vinyl Bucket Seats & Center Console with Courtesy Lights
CHARGER	318 CID V8 Engine, 3 Speed Manual Transmission; Coronet Deluxe Equipment plus: Front & Rear Foam Padded Vinyl Bucket Seats & Center Console, Tachometer, Carpeted Fold-Down Back Seats, Courtesy Lights, Tinted Rear Window, Carpeting, Deep Dish Wheel Covers, 7.35 x 14 BSW Tires

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

CODE		EXCISE	RETAIL	WHOLESALE
351	CORONET ACCESSORY GROUP: Includes Music Master Radio, Remote Control Outside Left Mirror, Inside Non-Glare Mirror, Wheel Covers (Standard on 500), Power Steering	All exc 500 500	172.60 151.30	133.30 116.85
354	CHARGER GROUP: Includes Music Master Radio, Left Remote Control Mirror, Inside Glareproof Mirror, Power Steering, Parking Brake Light, Trunk Light	Charger	160.75	124.15
362	LIGHT PACKAGE: Includes Parking Brake, Glove Box, Trunk or Cargo Light which is Standard on 3 Seat Wagon	All exc 3 Seat Wagons 3 Seat Wagons	11.65 6.40	9.00 4.90
578	TRAILER TOWING PACKAGE: Requires Code 395, Code 41, 8.25 x 14 8 p.r. Nylon Tires on Wagons, 7.75 x 14 Tires on Others; Not Available with Code 73 or Code 624	V8 Only	62.60	48.35

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS - Add to Base V8 Price					
41	230 HP 318 CID V8 2 Bbl*	All V8 exc Charger	1.65	30.05	24.35
51	265 HP 361 CID V8 2 Bbl*	All V8 with Trans 393 or 395 exc Charger	4.85	87.75	71.15
51	265 HP 361 CID V8 2 Bbl*	Charger with Trans 393 or 395	3.20	57.70	46.80
62	325 HP 383 CID V8 4 Bbl*	All V8 with Trans 393 or 395 exc Charger	8.20	149.60	121.30
62	325 HP 383 CID V8 4 Bbl*	Charger with Trans 393 or 395	6.55	119.55	96.95
73	425 HP 426 CID V8 2-4 Bbl Incl 7.75x14 Blue Streak Tires	All V8 with Trans 393 & Code 408 or Trans 395 exc Charger & Wagons	49.45	907.60	735.95
73	425 HP 426 CID V8 2-4 Bbl Incl 7.75x14 Blue Streak Tires	Charger with Trans 393 & Code 408 or Trans 395	47.80	877.55	711.60
* Uses Regular Fuel					
TRANSMISSION OPTIONS					
393	4 Speed Manual	All with Engines 51, 62, 73	9.55	184.20	142.25
395	Torqueflite - 6 Cylinder	All 6 Cylinder	10.30	187.80	152.30
395	Torqueflite - 273 CID V8	All with Base V8 exc Charger	10.85	198.35	160.85
395	Torqueflite - Optional V8	All with Engine 41, 51, 62, 73	11.30	206.30	167.30
POWER ASSIST OPTIONS					
451	Brakes	All	2.25	41.75	32.25
456	Steering	All	4.40	84.35	65.15
458	Windows	440, 500 2 Dr & Charger	5.25	100.25	77.45
461	Window, Tailgate	2 Seat Wagons	1.75	32.05	24.75
HEATING & AIR CONDITIONING					
411	Air Conditioner	All exc Eng 51 with 3 Speed or Eng 73	18.45	338.45	274.45
416	Heater (Credit if Deleted)	All exc with Code 411	(3.80)	(70.30)	(56.30)

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
RADIO OPTIONS					
421	AM Music Master	All	3.05	57.35	44.30
426	Rear Seat Speaker	All exc Conv, Wgns, Charger	.85	14.05	10.85
TIRE OPTIONS					
23	6.95x14 WSW	All 6 Cyl exc Conv, Wgns & 411	1.70	31.60	24.40
31	7.35x14 BSW	All 6 Cyl exc Conv & Wagon	.75	12.60	9.75
33	7.35x14 WSW	All 6 Cyl exc Conv & Wagon	2.40	45.20	34.90
33	7.35x14 WSW	6 Cyl Conv & V8 exc Wagons & 411	1.75	32.70	25.25
41	7.75x14 BSW	All 6 Cyl exc Conv & Wagon	1.45	26.45	20.45
41	7.75x14 BSW	6 Cyl Conv & V8 exc Wagon	.85	14.05	10.85
43	7.75x14 WSW	All 6 Cyl exc Conv & Wagon	3.10	59.05	45.60
43	7.75x14 WSW	6 Cyl Conv & V8 exc Wagons	2.45	46.55	35.95
43	7.75x14 WSW	2 Seat Wagons	1.75	32.70	25.25
55	8.25x14 BSW	2 Seat Wagons	.85	14.05	10.85
53	8.25x14 WSW	2 Seat Wagons	2.90	54.85	42.35
53	8.25x14 WSW	3 Seat Wagons	2.10	40.85	31.55
56	8.25x14 BSW 8 PR Nylon	2 Seat Wagons	3.20	60.45	46.70
56	8.25x14 BSW 8 PR Nylon	3 Seat Wagons	2.45	46.55	35.95
59	8.25x14 WSW 8 PR Nylon	2 Seat Wagons	5.25	101.25	78.20
59	8.25x14 WSW 8 PR Nylon	3 Seat Wagons	4.55	87.40	67.50
TRIM OPTIONS					
292	Paint, Two Tone	All exc Conv & Charger	1.20	21.55	16.65
708	Paint, Special Buffed	440, 500 & Charger	1.20	20.95	16.20
571	Steering Wheel, Dlx 2 Spoke	Coronet & Coronet Deluxe	.60	10.50	8.10
573	Steering Wheel, Sport, 3 Spoke				
	Simulated Wood Grain	440 & 500	1.00	16.80	13.00
548	Sun Visors, Padded	All	.40	6.35	4.90
306-7	Vinyl Roof Cover	440 & 500 2 Door Hardtop	4.00	75.10	58.00
581	Wheel Covers - Std on 500	All exc 500 & Charger	1.20	21.30	16.45
SEAT OPTIONS					
557	Belts, Front Retractable & Rear	All	.50	9.65	7.45
551	Cushion, Front Air Foam	Coronet & Coronet Deluxe	.60	10.50	8.10
...	Seats, Vinyl Trim	440 4 Door Sedan Only	1.30	24.20	18.70
LIGHT OPTIONS					
646	Flasher, Emergency	All (Mandatory New York State)	.75	12.60	9.75
MISCELLANEOUS EQUIPMENT					
479	Brakes, Disc	V8 with 451 without 578	4.60	88.20	68.10
471	Cleaner Air Package	All 6 Cyl (Calif Only - Mandatory)	1.05	18.00	14.60
471	Cleaner Air Package	V8 exc Eng 73 (Calif Only - Mandatory)	1.40	25.00	20.25
484	Clock, Electric	All exc Charger	.85	15.30	11.80
484	Clock, Electric	Charger	1.45	26.45	20.45
408	Differential, Sure Grip	All	2.05	37.60	29.05
521	Glass, Tinted - All Windows	All	2.10	39.50	30.50
522	Glass, Tinted - Windshield Only	All	1.20	21.20	16.40
481	Guards, Front Bumper	All	1.00	16.80	13.00
482	Guards, Rear Bumper	All exc 3 Seat Wagons	.85	14.05	10.85
483	Guards, Front & Rear	All exc 3 Seat Wagons	1.85	30.85	23.85
464	Lock, Rear Compartment	2 Seat Wagon	.60	10.50	8.10
463	Luggage Rack, Roof	Wagons	2.45	46.55	35.95
534	Mirror, Inside Glare Proof	All	.25	4.15	3.20
536	Mirror, Outside Left, Remote Control	All	.30	5.45	4.20
624	Suspension, Rallye	All without 426 CID Engine	1.40	25.65	19.80
577	Tachometer	500 exc 4 Door Sedan	2.60	48.70	37.60
579	Undercoating & Hood Pad	All	.90	15.40	11.90


DODGE

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
POLARA '318', 230 HP V8, 213.3" O.L.					
4 Door Sedan		DE41	146.00	2763.00	2122.59
MONACO, 270 HP V8, 213.3" O.L.					
2 Door Hardtop		DH23	163.00	3107.00	2391.38
4 Door Sedan		DH41	160.00	3033.00	2333.71
4 Door Hardtop		DH43	167.00	3170.00	2440.81
4 Door Wagon, 2 Seat, 217.1" O.L.		DH45	180.00	3436.00	2648.62
4 Door Wagon, 3 Seat, 217.1" O.L.		DH46	185.00	3539.00	2729.08
POLARA, 270 HP V8, 213.3" O.L.					
2 Door Hardtop		DL23	152.00	2874.00	2209.44
4 Door Sedan		DL41	150.00	2838.00	2181.26
4 Door Hardtop		DL43	155.00	2948.00	2267.11
Convertible		DL27	166.00	3161.00	2433.65
4 Door Wagon, 2 Seat, 217.1" O.L.		DL45	167.00	3183.00	2450.82
4 Door Wagon, 3 Seat, 217.1" O.L.		DL46	172.00	3286.00	2531.82
MONACO 500, 325 HP V8, 213.3" O.L.					
2 Door Hardtop		DP23	188.00	3604.00	2779.82

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$50 on all models. This charge has been included in retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

POLARA 318	318 CID V8 Engine, 3 Speed Manual Transmission, Heater & Defroster, Padded Dash, Outside Left Mirror, Backup Lights, Carpeting, Variable Speed Wipers & Washer, Front Seat with 6 Way Mechanical Adjustment, Front & Rear Seat Belts, 8.25 x 14 BSW 4 p.r. Tires
POLARA	318 Equipment plus: 383 CID V8 Engine, 8.55 x 14 BSW Tires on Station Wagons
MONACO	Polara Equipment plus: Light Package, Code 551 Air Foam Cushion, Code 543 Upper Door Frame Moldings, Code 581 Wheel Covers, Power Tailgate Window on 3 Seat Wagon, Custom All Vinyl Interior with Fold Down Center Armrest in Hardtops & Station Wagons
MONACO 500	Monaco Equipment plus: Vinyl Bucket Seats & Console, Console Courtesy Lights, Electric Clock, Torqueflite Automatic Transmission, Outside Left Remote Control Mirror, Inside Glareproof Mirror, Sill Molding Trim, Deep Dish Wheel Covers, 3 Spoke Steering Wheel, Paint Stripe

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

351 DODGE GROUP: Includes Music Master Radio (Polaras), Astrophonic Radio (Monaco & Monaco 500), Remote Control Outside Left Mirror (Standard Monaco 500), Inside Glareproof Mirror (Standard Monaco 500), Wheel Covers (Deluxe are Standard on Monaco 500 & Polara 500), Power Steering & Power Brakes	318 & Polara	12.00	224.45	173.35
	Monaco	12.25	232.15	179.30
	Monaco 500	11.70	222.55	171.90
DODGE GROUP: with Code 361	Polara Only	10.95	206.25	159.30

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

361	POLARA 500 SPORT PACKAGE: Front Bucket Seats & Console Mounted Transmission Selector Lever (4 Speed Manual or Torqueflite Required) & Deluxe Wheel Covers; Not Available with Code 586 or 3 Speed Manual Transmission, Code 62 Required with Code 393			
	Polara 2 Dr Hardtop, Conv	10.35	199.20	153.85
362	LIGHT PACKAGE: Includes Parking Brake Light, Glove Box, Trunk or Cargo Light (Standard on 3 Seat Wagon), Map, Courtesy & Ash Tray Lights			
	Polara exc 3 Seat Wagon	1.10	19.55	15.10
	Polara 3 Seat Wagon	.85	14.30	11.05
578	TRAILER TOWING PACKAGE: Requires Code 395, 8.55 x 14 Tires except Wagons which require 8.55 x 14 8 p.r. Nylon Tires; Not Available with Disc Brakes or Rallye Suspension			
	All except 318	2.85	52.85	40.85

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS					
61	270 HP 383 CID V8 2 Bbl*	Monaco 500, Std on Others		NO	CHARGE
62	325 HP 383 CID V8 4 Bbl	Polara & Monaco — Std Monaco 500	2.00	34.50	28.00
81	350 HP 440 CID V8 4 Bbl	Polara & Monaco with Trans 395 exc Wgns	6.55	119.05	96.55
81	350 HP 440 CID V8 4 Bbl	Monaco 500 with Trans 395	4.70	84.70	68.70
82	365 HP 440 CID V8 4 Bbl, Dual Exhaust	Polara & Monaco with Trans 393 or 395	9.00	164.00	133.00
	365 HP 440 CID V8 4 Bbl, Dual Exhaust	Monaco 500 with 393 or 395	7.15	129.65	105.15
* Uses Regular Fuel					
TRANSMISSION OPTIONS					
393	4 Speed Manual	Polara with Group 361 without 61 or 473	11.85	216.85	175.85
393	4 Speed Manual	Monaco 500 without 61 or 473		NO	CHARGE
395	Torque Flite	All exc Std on Monaco 500	11.85	216.85	175.85
POWER ASSIST OPTIONS					
473	Auto Pilot	All with 451 & Trans 395	4.40	83.35	64.40
451	Brakes	All	2.25	41.75	32.25
488	Deck Lid Release	All exc Wagons	.60	10.80	8.35
452	Door Locks — 2 Door	All 2 Door	2.00	36.25	28.00
452	Door Locks — 4 Door	All 4 Door	2.90	54.25	41.90
453	Seat, Bench	All without Group 361 exc Monaco 500	4.90	93.75	72.40
454	Seat, Bucket - Left Only	Polara with Group 361; Monaco 500	4.75	90.30	69.75
456	Steering	All	4.90	93.75	72.40
458	Windows	All	5.50	104.20	80.50
461	Window, Tailgate - Std 3-S Wgn	Polara 2 Seat Wagon	1.75	32.05	24.75
HEATING & AIR CONDITIONING					
411	Air Conditioner - Single	All exc 230, 270 or 325 HP without 393 or 395	20.50	377.90	306.40
412	Air Conditioner - Dual - 534 Required	Wagons Only - All exc 230, 270 or 325 HP without 393 or 395	31.30	577.45	468.20
418	Defogger, Rear Window	All exc Wagons & Convertibles	1.10	20.20	15.60
416	Heater (Credit if Deleted)	All exc with 411, 412	(4.45)	(86.60)	(66.05)
RADIO OPTIONS					
421	AM Music Master	All	3.25	61.15	47.25
422	AM Astrophonic	All	4.55	87.05	67.25
426	Rear Seat Speaker	All except Wagons	.85	14.05	10.85
TIRE OPTIONS					
53	8.25x14 WSW	All except Wagons	2.20	40.95	31.65
61	8.55x14 BSW	All except Wagons	1.00	17.85	13.80
63	8.55x14 WSW	All except Wagons	3.35	62.60	48.35
53	8.55x14 BSW	Wagons	2.40	44.80	34.60
66	8.55x14 BSW 8 PR Nylon	All except Wagons	3.40	64.35	49.70

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
66	8.55x14 BSW 8 PR Nylon	Wagons	2.45	46.55	35.95
68	8.55x14 WSW 8 PR Nylon	All except Wagons	5.70	109.00	84.20
68	8.55x14 WSW 8 PR Nylon	Wagons	4.75	91.20	70.45
76	8.45x15 WSW	All with Disc Brakes exc Wgns	2.40	44.80	34.60
78	8.45x15 BSW 8 PR Nylon	All with Disc Brakes exc Wgns	2.45	46.55	35.95
79	8.45x15 WSW 8 PR Nylon	All with Disc Brakes exc Wgns	4.75	91.20	70.45
79	8.45x15 WSW 8 PR Nylon	Wagons with Disc Brakes	2.40	44.80	34.60
TRIM OPTIONS					
544	Moulding, Sill	Polara & Polara 318	1.45	27.55	21.25
543	Moulding, Upper Door Frame	Polara & Polara 318 4 Dr Sedan	1.20	21.20	16.40
543	Moulding, Upper Door Frame	Polara Wagons	1.40	26.10	20.15
708	Paint, Special Buffed	All	1.20	20.95	16.20
292	Paint, Two Tone	All exc Conv & Monaco Wagons	1.20	21.55	16.65
586	Skirts, Fender	All exc Wgn, Monaco 500, Code 361, 584	1.30	24.70	19.05
573	Steering Wheel, 3 Spoke	All exc Monaco 500	.80	15.10	11.65
548	Sunvisors Padded	All	.40	6.35	4.90
306-7	Vinyl Roof Cover	2 & 4 Dr Hardtops	4.75	90.85	70.15
581	Wheel Covers 14" Wheels	Polara & Polara 318 exc with 361	1.05	18.20	14.05
581	Wheel Covers 15" Wheels	Polara & 318 with 479 without 361	1.55	27.90	21.55
584	Wheel Covers, Deep Dish	Polara & 318 exc with 361 or 586	2.55	47.95	37.05
584	Wheel Covers, Deep Dish	Monaco exc with Code 586	1.60	29.90	23.10
SEAT OPTIONS					
557	Belts, Retractable, F&R	All	.50	9.65	7.45
551	Cushion, Front Air Foam	Polara & Polara 318	.70	11.80	9.10
...	Seats, Vinyl Trim	Polara & Polara 318 exc Conv, Wgn & with 361	1.40	25.10	19.40
LIGHT OPTIONS					
646	Flasher, Emergency	All — Mandatory - New York State	.75	12.60	9.75
MISCELLANEOUS EQUIPMENT					
471	Cleaner Air Package	All Calif. Only — Mandatory	1.40	25.00	20.25
484	Clock, Electric	All exc Monaco 500	.85	15.30	11.80
408	Differential, Sure Grip	All	2.60	48.70	37.60
521	Glass, Tinted - All Windows	All	2.25	41.75	32.25
522	Glass, Tinted - Windshield	All	1.55	28.00	21.65
481	Guards, Front Bumper	All	.85	14.05	10.85
482	Guards, Rear Bumper	All exc Wagons	.85	14.05	10.85
482	Guards, Rear with Step Pad	2 Seat Wagons - Std on 3S	1.00	16.80	13.00
483	Guards, Front & Rear Bumper	All exc Wagons	1.70	28.10	21.70
483	Guards, Front & Rear Bumper with Step Pad	2 Seat Wagons	1.85	30.85	23.85
462	Handles, Assist	Wagons	.90	16.05	12.40
464	Lock, Rear Compartment	Wagons	.60	10.50	8.10
463	Luggage Rack, Roof	Wagons	5.05	95.85	74.05
534	Mirror, Inside Glare Proof	All exc Monaco 500	.25	4.15	3.20
536	Mirror, Left Outside - Remote Control	All exc Monaco 500	.30	5.45	4.20
569	Steering Wheel, Tilt & Telescope	All with Power Steering, exc with 3 Speed Trans	4.55	86.80	67.05
624	Suspension, Rallye	All	.90	15.90	12.30
577	Tachometer	Monaco 500; Polara with Code 361	2.60	48.70	37.60
579	Undercoating & Hood Pad	All	.90	15.40	11.90

CHRYSLER



BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
NEWPORT, 270 HP V8, 219" O.L.					
2 Door Hardtop		CL23	165.00	3112.00	2391.84
4 Door Sedan		CL41	162.00	3052.00	2344.95
4 Door Town Sedan		CL42	168.00	3183.00	2447.20
4 Door Hardtop		CL43	169.00	3190.00	2452.82
Convertible		CL27	183.00	3476.00	2676.26
300 SERIES, 325 HP V8, 221.9" O.L.					
2 Door Hardtop		CM23	188.00	3583.00	2752.10
4 Door Hardtop		CM43	192.00	3659.00	2811.54
Convertible		CM27	206.00	3936.00	3028.05
NEW YORKER, 350 HP V8, 219" O.L.					
2 Door Hardtop		CH23	216.00	4157.00	3192.82
4 Door Town Sedan		CH42	213.00	4101.00	3149.01
4 Door Hardtop		CH43	220.00	4233.00	3252.26
TOWN & COUNTRY, 270 HP V8					
4 Door Wagon, 2 Seat - 219" O.L.		CL45	213.00	4086.00	3145.16
4 Door Wagon, 3 Seat - 219.7" O.L.		CL46	219.00	4192.00	3228.16

DEALER PREPARATION CHARGE - Factory suggested charge for pre-delivery and post-delivery service is \$55 on Newport, \$65 on 300 & Town and Country and \$75 on New Yorker. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)

NEWPORT

383 CID V8 Engine, 3 Speed Fully Synchronized Manual Transmission, Heater & Defroster, Backup Lights, Padded Instrument Panel, Carpeting, Outside Left Mirror, 6 Way Manually Adjustable Front Seat, Foam Padded Front Seat Cushion, Front & Rear Seat Belts, Rear Ashtrays, Variable Speed Windshield Wipers & Washers, Door Actuated Interior Lights, Trip Odometer, Ignition-Left Ashtray Lights, Automatic Courtesy & Map Lights on Convertible, 8.25 x 14 BSW Tires

CHRYSLER 300

Newport Equipment plus: Code 546 Front & Rear Bumper Reveal, Code 559 Bright Seat Side Shields, Code 553 Air Foam Cushions, Code 581 Deluxe Wheel Covers, Shell Bucket Seats with Armrest, Carpeted Lower Door Trim Panels, Exterior Molding Package, Safety Door Reflectors, Rear Pillar Lights on Hardtop, 8.55 x 14 BSW Tires

NEW YORKER

Chrysler 300 Equipment except Bucket Seats plus: 440 CID V8 Engine, Light Package, Electric Clock, Inside Day/Night Mirror, Code 543 Bright Upper Door Moldings, Power Brakes & Steering, Code 573 Deluxe Steering Wheel, Torqueflite Transmission, Undercoating & Hood Pad, New Yorker Trim & Interior

TOWN & COUNTRY

Newport Equipment plus: Torqueflite Transmission, Power Steering & Brakes, Electric Tailgate Window, Fender Mounted Turn Signal Indicators, Front Seat Center Armrest Center & Rear Dome Lights, Glove Box & Parking Brake Warning Lights, Lockable Floor Compartment, Light Package, Code 543 Bright Upper Door Moldings, Code 546 Front & Rear Bumper Reveal, Code 559 Bright Seat Side Shields, Code 553 Air Foam Cushions, Code 581 Deluxe Wheel Covers, Code 293 Color Sweep & 9.00 x 14 BSW Tires

ACCESSORIES IN GROUPS (ADD TO BASE PRICE)

351	BASIC ACCESSORY GROUP: Includes AM Radio, Power Steering & Brakes, & Light Package	Newport, 300	14.20	271.60	207.20
351	BASIC ACCESSORY GROUP: Includes AM Radio & Rear Seat Speaker, Remote Control Outside Left Mirror, Power Windows	New Yorker	11.50	219.00	167.10
352	SAFETY GROUP: Includes Remote Control Outside Left Mirror, Day/Night Mirror & Emergency Flasher	All exc New Yorker	1.30	22.05	16.85
352	SAFETY GROUP: Includes Safeguard Sentinel Lighting, Emergency Flasher, Power Door Locks	New Yorker 2 Door	4.40	81.50	62.20
		New Yorker 4 Door	5.30	99.70	76.10
353	APPEARANCE GROUP: Includes Front & Rear Bumper Reveal Moldings, Deluxe Wheel Covers, Bright Upper Door Molding (4 Door Sedan Only), Bright Seat Side Shields (4 Door Sedan with Cloth-and-Vinyl Trim Only)	Newport Hardtops & Conv	1.80	31.15	23.80
		Newport 4 Door Sedans with Cloth and Vinyl Trim	3.60	63.25	48.30
		Newport 4 Door Sedans with Vinyl Trim	3.00	52.60	40.20
358	TNT PERFORMANCE GROUP: Includes 440 CID TNT Engine, Twin Exhausts & Twin Snorkel Air Cleaner, Heavy Duty Front & Rear Shock Absorbers, Front Heavy Duty Torsion Bars & Heavy Duty Rear Springs, Power Disc Brakes Front, Special Disc Wheel Covers & 15" Wheels	Newport	19.80	366.45	287.50
		300	16.25	303.70	237.95
		Town & Country	15.65	291.20	230.05
362	LIGHT PACKAGE: Includes Glove Box-Trunk-Map-Courtesy-Ashtray-Lights, Fender Directional Signal Indicator Lights, & Parking Brake Warning Light	Newport, 300 without Code 351	1.55	28.25	21.55

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
ENGINE OPTIONS					
62	325 HP 383 CID V8 4 Bbl	T & C & Newport with Trans 395	2.00	34.50	28.00
82	365 HP 440 CID V8 4 Bbl*	Newport, Town & Country	9.00	164.00	133.00
82	365 HP 440 CID V8 4 Bbl*	300	7.15	129.65	105.15
82	365 HP 440 CID V8 4 Bbl*	New Yorker	2.55	45.05	36.55
* Includes Dual Exhausts					
TRANSMISSIONS OPTIONS					
395	Torqueflite	Newport and 300	12.15	222.15	180.15
POWER ASSIST OPTIONS					
473	Auto Pilot	All with Trans 395 & 451	4.40	84.40	64.40
451	Brakes	Newport and 300	2.45	46.85	35.75
452	Door Locks	All 2 Door Models	2.00	36.70	28.00
452	Door Locks	All 4 Door Models	2.90	54.90	41.90
453	Seat, Bench - 6 Way	All Bench Seats	5.20	99.90	76.20
454	Seat, Bucket, Left-6 Way	All Bucket Seats	4.75	91.45	69.75
455	Seats, Bucket, Both - 6 Way	All Bucket Seats	9.45	182.80	139.45
456	Steering	Newport and 300	5.50	105.50	80.50
488	Trunk Lid Release	All exc T & C	.60	10.95	8.35
458	Windows	All	5.50	105.50	80.50
459	Vent Windows	All with Power Windows	2.75	52.70	40.20
HEATING & AIR CONDITIONING					
411	Air Conditioner	All with 456 & Trans 395	22.10	405.85	329.10
412	Air Conditioner, Dual	T & C with 534, 456 & Trans 395	32.90	605.40	490.90
418	Defogger, Rear Window	All with Heater exc 417, Conv, T & C	1.10	20.45	15.60
416	Heater (Credit if Deleted)	All exc with 411, 412, 417, 418	(4.95)	(95.75)	(73.05)
417	Heater, Rear Seat with Defroster	All with Heater exc Conv, T & C	3.05	58.85	44.90

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
RADIO OPTIONS					
422	AM Golden Tone	All	4.70	91.00	69.40
424	AM Golden Touch Tuner	All	6.55	126.85	96.75
423	AM-FM	All	7.90	153.90	117.40
426	Rear Seat Speaker	All exc T & C	1.00	17.00	13.00
427	Rear Seat Speaker with Reverbtor	All exc T & C	2.75	52.10	39.75
429	Antenna, Electric	All with Group 362 exc T & C	1.40	25.40	19.40
TIRE OPTIONS					
53	8.25x14 WSW	Newport without Code 411	2.20	41.50	31.65
61	8.55x14 BSW	Newport Minimum Size with 411	1.00	18.10	13.80
63	8.55x14 WSW	Newport	2.35	63.35	47.35
63	8.55x14 WSW	300 & New Yorker	2.40	45.35	34.60
71	9.00x14 BSW	Newport	2.20	41.30	31.50
71	9.00x14 BSW	300 & New Yorker	1.25	23.25	17.75
73	9.00x14 WSW	Newport	4.75	91.45	69.75
73	9.00x14 WSW	300 & New Yorker	3.85	73.45	56.05
73	9.00x14 WSW	Town and Country	2.60	50.20	38.30
72	9.00x14 8 PR BSW Nylon	Town and Country	2.45	47.15	35.95
74	9.00x14 8 PR WSW Nylon	Town and Country	5.05	97.35	74.25
76	8.45x15 WSW*	All with Disc Brakes exc T & C	2.40	45.35	34.60
79	8.45x15 8 PR WSW Nylon*	T & C with Disc Brakes	2.40	45.35	34.60
* Includes 15" Wheels					
TRIM OPTIONS					
MOULDINGS:					
559	Bright Seat Side Shields	Newport CL 41 with Cloth and Vinyl Trim Only	.60	10.60	8.10
543	Bright Upper Door	Newport CL41 Only	1.20	21.50	16.40
546	Bumper Reveal Front & Rear	Newport exc Town Sedan	.75	12.75	9.75
542	Door Edge Protector	All 2 Door	.30	4.70	3.60
542	Door Edge Protector	All 4 Door	.40	6.75	5.15
539	Lower Body Applique	New Yorker Town Sedan	2.55	48.55	37.05
541	Rear License Frame	All	.25	3.35	2.55
293	Paint, Color Sweep	Newport exc with 292	.40	7.00	5.35
292	Paint, Two Tone (Includes Color Sweep on T & C)	All 300 exc Conv. New Yorker Town Sedan, T & C	1.40	26.40	20.15
292	Paint, Two Tone & Color Sweep	Newport, exc Convertible	1.75	33.35	25.45
708	Paint, Special Buffed	All	1.20	21.20	16.20
548	Sun Visors, Safety Padded	All	.40	6.40	4.90
306-7	Vinyl Roof, Black or White	Newport Town Sedan & Hardtops, 300 Hardtops, New Yorker Town Sdn	5.50	105.50	80.50
581	Wheel Covers, Deluxe	Newport Only	1.05	18.40	14.05
584	Wheel Covers, Deep Dish	Newport	3.10	59.80	45.60
584	Wheel Covers, Deep Dish	300	2.40	45.10	34.40
584	Wheel Covers, Deep Dish	New Yorker	2.20	41.55	31.70
581	Wheel Covers, 15" Deluxe	Newport with Disc Brakes	1.70	28.40	21.70
SEAT OPTIONS					
557	Belts, Retractable, Front & Rear	All	.50	9.65	7.45
553	Cushions, Foam-Front & Rear	Newport exc Conv - Required with Vinyl Trim	1.25	23.65	18.05
531	Headrest, Left Front	All with Bucket Seats	1.20	21.20	16.20
532	Headrest, Right Front*	Newport & 300 with Bucket Seats	1.20	21.20	16.20
533	Headrest, Right & Left Front*	Newport & 300 with Bucket Seats	2.40	42.40	32.40
...	Seats, Vinyl Bench	Newport 4 Door Sedan with 553	2.75	52.75	40.25
...	Seats, Vinyl Bench	Newport Town Sedan with 553	NO	CHARGE	
...	Seats, Vinyl Bench	Newport Hardtops with 553	2.25	42.25	32.25

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
...	Seats, Vinyl Bench (Credit)	300 in place of Bucket Seats	(4.25)	(81.60)	(62.25)
...	Seats, Cloth & Vinyl Bucket	300 Hardtops	2.30	44.70	34.10
...	Seats, Cloth & Vinyl Bucket	New Yorker Hardtops	5.50	105.50	80.50
...	Seats, Vinyl Bucket	Newport 2 Door Hardtops & T & C	7.65	147.65	112.65
...	Seats, Vinyl Bucket	New Yorker Hardtops	5.50	105.50	80.50
...	Seats, Leather Bucket	300 exc 4 Door Hardtop	7.80	150.50	114.80
* Not Available When 300 Interior Options Are Specified					
LIGHT OPTIONS					
646	Flasher, Emergency	All, Mandatory New York State	.75	12.75	9.75
519	Lighting, Safeguard Sentinel	All exc with Heater Deletion	1.65	32.05	24.45
MISCELLANEOUS EQUIPMENT					
479	Brakes, Disc Front	Newport & 300 with 456, 581, 76; New Yorker & T & C with 581 & 76 or 79	5.75	111.10	84.75
478	Brakes, Heavy Duty	All with Code 624 exc New Yorker	1.20	21.20	16.20
471	Cleaner, Air Package	All Calif Only - Mandatory	1.40	25.00	20.25
484	Clock, Electric	All exc New Yorker	1.05	19.05	14.55
486	Console	All with Bucket Seats exc T & C	6.55	126.55	96.55
408	Differential, Sure Grip	All	2.70	50.70	38.70
521	Glass, Tinted - All Windows	All	2.25	42.25	32.25
522	Glass, Tinted - Windshield	All	1.55	28.35	21.65
481	Guards, Front Bumper	All exc 300	.85	14.20	10.85
462	Handles, Assist	Town & Country	.90	16.25	12.40
463	Luggage Rack, Roof	Town & Country	5.05	97.05	74.05
534	Mirror, Inside Day/Night	All exc New Yorker	.25	3.80	2.90
536	Mirror, Outside Left Remote Control	All	.30	5.50	4.20
573	Steering Wheel, Deluxe	All without 569 exc New Yorker	.85	15.35	11.70
569	Steering Wheel, Tilt-A-Scope	All with 395 and 456	4.55	87.90	67.05
624	Suspension, Heavy Duty	All with 478 exc New Yorker	.90	16.10	12.30
579	Undercoating & Hood Pad	All exc New Yorker	1.05	18.95	14.45



IMPERIAL

BASE RETAIL & WHOLESALE PRICES AT THE FACTORY

MODEL & BODY STYLE	S.P.	CODE	EXCISE	RETAIL	WHOLESALE
CROWN SERIES, 350 HP V8, 227.8" O.L.					
2 Door Coupe		YM23	299.00	5887.00	4477.48
4 Door Hardtop		YM43	292.00	5733.00	4358.76
Convertible		YM27	312.00	6146.00	4677.44
LE BARON, 350 HP V8, 227.8" O.L.					
4 Door Hardtop		YH43	331.00	6540.00	4973.84

DEALER PREPARATION CHARGE — Factory suggested charge for pre-delivery and post-delivery service is \$90 for Crown models & \$100 for LeBaron. This charge has been included in the retail price only.

STANDARD EQUIPMENT (ITEMS INCLUDED IN ABOVE BASE PRICES)**CROWN SERIES**

440 CID V8 Engine, Automatic Transmission, Heater & Defroster, Retractable Front & Rear Seat Belts, Power Brakes, Power Windows & Vents, Power Steering Automatic Parking Brake Release, Back-up Lights, Map & Courtesy Light, Sentry Signal Warning Light, Rear Seat Lamps, Courtesy Lights in Door Pull, Glove Box Light, Ignition Switch Light, Trunk Light, Foam Padded Front & Rear Seats, Padded Instrument Panel, Padded Sun Visors, Remote Control Outside Left Rearview Mirror, Prismatic Inside Rearview Mirror, Wheel Covers, Undercoating & Hood Pad, Front & Rear Center Arm Rests, Trip Odometer, Electric Clock, Windshield Washer & Variable Speed Wipers, Vanity Mirror, Front & Rear Ash Trays with Lighters, Walnut Trim, Carpeting, Luggage Compartment Carpeting, Front Door Storage Compartments, Rear License Plate Frame, Rear Seat Assistance Handles, Individually Adjustable Aircraft Type Front Seats in Crown Coupe & Convertible Only, 9.15 x 15 BSW Tires

LeBARON

Crown Series Equipment plus: Six Way Power Seat, Carpeted Spare Tire Cover, Paint Stripe, Dual Reading Lamps, Sliding Assist Strap, Portfolio Pockets, 3 ribbon 9.15 x 15 WSW Tires

MAJOR OPTIONS & ACCESSORIES (ADD TO BASE PRICE)

CODE	ACCESSORY	— AVAILABLE ON	EXCISE	RETAIL	WHOLESALE
POWER ASSIST OPTIONS					
473	Auto Pilot	All	4.90	94.90	72.40
452	Door Locks, Electric	All 2 Door	2.50	46.50	35.50
452	Door Locks, Electric	All 4 Door	3.70	70.70	53.95
454	Seat, Driver Side - 6 Way	Crown 4 Door Hardtop Only	5.50	105.50	80.50
455	Seat, Driver & Passenger 6 Way	Crown 4 Door Hardtop Only	10.85	210.85	160.85
488	Trunk Lid Release	All	1.55	28.25	21.55
HEATING AND AIR CONDITIONING					
411	Air Conditioner	All	24.60	452.25	366.70
412	Air Conditioner - Dual Unit	All exc Conv or Cars with 418	34.50	636.15	515.80
418	Defogger, Rear Window	All exc Conv or Cars with 412	1.10	21.05	16.05
416	Heater, (Credit if Deleted)	All exc Cars with 411 or 412	(6.35)	(125.45)	(94.45)
RADIO OPTIONS					
424	AM-Golden Touch Tuner - Incl Power Antenna & Rear Seat Speaker	All	8.45	165.45	126.20
425	AM/FM Golden Touch Tuner Incl Power Antenna, Rear Seat Speaker	All	11.75	227.75	173.75
427	Reverberator for Rear Seat Speaker - With Radio Only	All	1.95	36.90	28.15
TIRE OPTIONS					
83	9.15x15 3 Ring Whitewall	Crown Series Only	2.85	54.05	41.25
TRIM OPTIONS					
542	Moulding, Door Edge	Crown 2 Door Only	.35	4.35	3.35
542	Moulding, Door Edge	All 4 Door	.40	6.40	4.90
31	Paint Stripe	Crown Only	1.30	24.50	18.70
...	Roof, Vinyl	Crown Coupe Only	5.70	110.50	84.30
...	Roof, Vinyl	4 Door Hardtop	6.70	129.70	98.95
548	Sun Visors, Padded	All	.40	6.40	4.90
SEAT OPTIONS					
531	Headrest - Left	Crown 2 Door & Convertible	1.20	22.40	17.10
533	Headrests - Right & Left	4 Door Hardtop Only	2.30	44.70	34.10
...	Trim, Leather	Crown exc 4 Dr, LeBaron	5.25	102.25	78.00
LIGHT OPTIONS					
472	Beam Changer, Automatic	All	2.40	45.10	34.40
646	Flasher, Emergency	All - Mandatory - New York State	.75	12.75	9.75
MISCELLANEOUS EQUIPMENT					
471	Cleaner Air Package	All, Calif. Only - Mandatory	1.40	25.00	20.25
408	Differential, Sure Grip	All	3.00	56.35	43.00
521	Glass, Tinted - All Windows	All	2.75	52.70	40.20
537	Mirror, Outside Right - Manual	All	.40	6.75	5.15
569	Steering Wheel, Tilt-A-Scope	All	4.75	92.45	70.50

