



American Motors Sales Corporation

VEHICLE ORDERING GUIDE and PRICE LIST

1982 Models

Dealer Price List
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The following prices are for all sales by American Motors Sales Corporation of 1982 American Motors models and options. Freight will be prepaid to destination city and a destination charge will be billed as a separate item on the car invoice. American Motors Sales Corporation's responsibility ceases upon delivery to the transportation company. Vehicles destined for California or High Altitude areas may require certain additional items which are not included in these base prices (reference carline sections of this bulletin).

This bulletin shall remain in effect until superseded by a bulletin subsequently issued.

BODY TYPE	VEHICLE DESCRIPTION	T.D.B. PRICE	HOLD BACK AMOUNT	TOTAL INVOICE AMOUNT	MANUF'S. SUGG'D. RETAIL PRICE
	BASE VEHICLE (4-Wheel Drive)				
	JEEP CJ				
85	CJ-5 (Open Body) <i>prot</i>	\$ 6387.75	\$225.45	\$ 6613.20	\$ 7515.00
87	CJ-7 (Open Body) <i>499</i>	6600.25	232.95	6833.20	7765.00
	JEEP CHEROKEE				
16	2-Dr. Wagon	8076.18	295.47	8371.65	9849.00
17	2-Dr. Wagon (Wide Wheel & Tire) <i>529</i>	8865.84	324.36	9190.20	10812.00
18	4-Dr. Wagon (Chief)	9550.54	349.41	9899.95	11647.00
	JEEP WAGONEER				
15	4-Dr. Wagon <i>529</i>	9113.48	333.42	9446.90	11114.00
	JEEP WAGONEER BROUGHAM				
15	4-Dr. Wagon <i>529</i>	9908.88	362.52	10271.40	12084.00
	JEEP WAGONEER "Limited"				
15	4-Dr. Wagon <i>529</i>	13192.98	482.67	13675.65	16089.00
	JEEP TRUCK (Cab & Chassis with Townside Box)				
25	J-10 (6200 GVW) 119" W.B. <i>549</i>	7060.20	258.30	7318.50	8610.00
26	J-10 (6200 GVW) 131" W.B.	7179.92	262.68	7442.60	8756.00
27	J-20 (6800 GVW) 131" W.B.	8008.12	292.98	8301.10	9766.00
	JEEP TRUCK (Cab & Chassis with Sportside Box)				
25	J-10 (6200 GVW) 119" W.B. <i>549</i>	7879.38	288.27	8167.65	9609.00
	JEEP SCRAMBLER				
88	Scrambler (Open Body) <i>200</i>	6449.80	227.64	6677.44	7588.00

At no extra charge, sufficient gasoline will be installed in all vehicles to cover final vehicle testing and all normal vehicle movements prior to delivery. Additional gasoline will be installed and invoiced to all dealers. The quantity and price may vary; dealers will be notified of the current situation and any changes by a bulletin.

The dealer holdback shall be paid annually on all new vehicle purchases from American Motors Sales Corporation unless the dealer makes a written application for quarterly payment. Once this quarterly payment procedure is in effect, it will remain in effect until the dealer requests in writing to return to the annual procedure. The amount paid will be based on receipt of retail sales cards and will be paid within a reasonable period at the end of a calendar quarter or after the end of the 1982 Model Year, or in the event of the prior termination of dealer's franchise agreement, with a reasonable period after such termination.

American Motors Sales Corporation may change prices and discounts at any time. Any pending orders for motor vehicles which have not been shipped by the Manufacturer or American Motors Sales Corporation before the effective date of new prices and discounts will thereafter, be filled only at such new prices and discounts. Dealer may cancel any such pending order by notice in writing given before shipment has been made by the Manufacturer or American Motors Sales Corporation. All sales to be by bill of sale executed and delivered at Toledo, Ohio. Dealer shall pay any tax or taxes on motor vehicles, parts or accessories that are, or may be imposed at any time by Federal or State or other government authority, and any transportation, delivery, or other handling charges required to be paid.

American Motors Sales Corporation will cause to be paid to Dealer a Floor Plan Allowance, the amount of which will equal a percentage of the Total Invoice Amount to the Dealer for all new vehicle purchases of 1982 models from American Motors Sales Corporation. This percentage may be adjusted from time to time to reflect fluctuations in floor plan interest rates. The amount will be paid to the Dealer after the end of each calendar quarter.

American Motors Sales Corporation will pay to Dealer an amount equal to 5% of the total Factory List Price of all new and unused 1982 model vehicles including 5% of the Factory List Price of all Factory installed Optional equipment. The amount of the 5% will be paid only on cars unsold in Dealer's inventory as of the date the 1983 models are officially announced to the general public, and on all eligible 1982 model Dealer-owned demonstrators purchased as new and unused which are on hand and unsold as of the date the 1983 models are officially announced to the general public. The exact amount of this rebate and the time when paid or credited will be determined by American Motors Sales Corporation. For purposes of this rebate, a vehicle put into driver training service by a dealer is not considered an eligible dealer-owned demonstrator, regardless of whether or not title remains with the dealer.