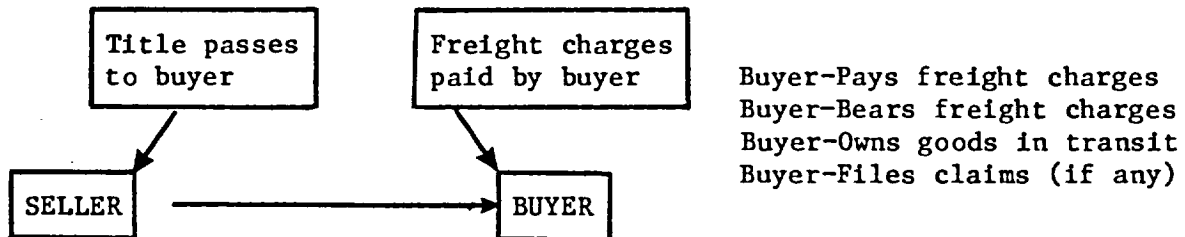
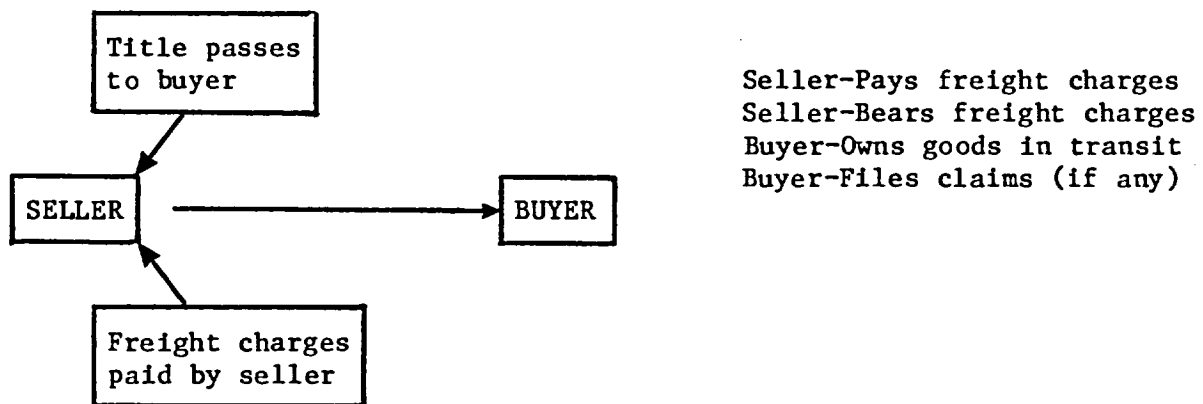


**ILLUSTRATION OF
THE EFFECT OF SELLING TERMS ON DISTRIBUTION**

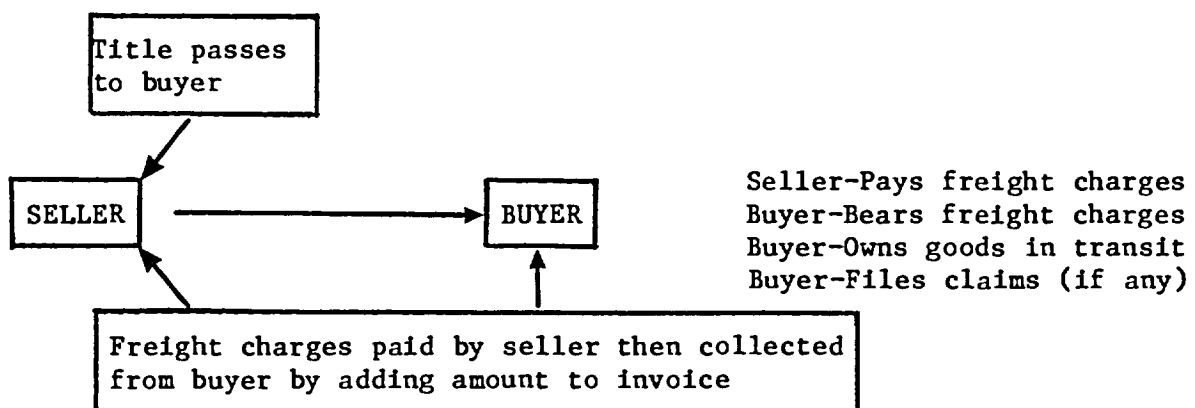
(1) Terms of Sale: F.O.B. ORIGIN, FREIGHT COLLECT



(2) Terms of Sale: F.O.B., FREIGHT PREPAID



(3) Terms of Sale: F.O.B. ORIGIN, FREIGHT PREPAID AND CHARGED BACK



Source: Atlantic Provinces Transportation Commission