

CONFIDENTIAL DEALER PRICE LIST • FAIR TRADE SCHEDULE "A"



**marantz**



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EFFECTIVE: APRIL 15, 1967

## MARANTZ SALES POLICY

The products listed herein are available for sale only to dealers who, through signed agreement, have been duly appointed as Marantz Franchised Dealers. The prices listed herein represent the complete and only schedule of prices available. All orders are subject to the following terms, conditions, and benefits.

### ORDERING

Orders are acceptable only at the prices and conditions as listed herein. Marantz reserves the right to ship orders completely or partially, in accordance with existing inventory.

### CREDIT

Open account privileges will be extended to all qualifying accounts. Credit limit will be determined by Marantz. Initial orders requesting open account terms must include credit references for at least five major suppliers and one local bank. Marantz reserves the right to refuse or discontinue credit to any account who cannot or does not qualify or comply with Marantz's established open account terms and conditions.

### PAYMENT TERMS

All invoice terms are 7%, 30 days; Net after 30 days. No invoice paid after 30 days will be allowed the 7%.

### FREIGHT

All shipments are F.O.B. Marantz factory, Woodside, New York. Unless otherwise stated, title of all merchandise passes to buyer immediately upon Marantz's delivery to carrier. ALL CLAIMS FOR LOSS OR DAMAGE IN TRANSIT MUST BE IMMEDIATELY FILED BY BUYER WITH DELIVERING CARRIER.

### SERVICE AND SPARE PARTS

Marantz maintains direct factory service facilities in Woodside, New York. Marantz also maintains qualified authorized service agencies in all major areas throughout the United States.

All products carry a special Marantz 3-year Golden Warranty on parts and service to the consumer. If a dealer's demonstration unit requires service for any defect not caused by damage in transit, dealer must request written authorization from Marantz before delivering defective product to a service station, or before returning the unit to Marantz for service. Due to the absence of any inherent defects in these products, and in view of the faith placed in the qualifications of our authorized service agencies, Marantz will authorize and pay for one service station repair of a defective demonstration unit. If additional service becomes necessary, the unit will be serviced at the Marantz factory, free of charge, after obtaining return authorization. Spare parts are immediately available from Marantz or from any Marantz authorized service agency.

### RETURN TO STOCK AUTHORIZATION

Dealers must request written authorization from Marantz before returning any merchandise for credit. All returns for credit are subject to a 10% return-to-stock charge and freight must be prepaid by dealer.

## COOPERATIVE ADVERTISING POLICY

### GENERAL CONDITIONS

Marantz, Inc., recognizing the mutual advantage of lending its reputation for quality to appropriate advertising programs of dealers, offers the following cooperative program:

Co-op advertising funds are accrued at a rate of 5 per cent of the net invoice price of all models. Eligibility for co-op allowance credits is subject to the following terms and conditions:

- Written approval must be obtained from Marantz prior to running the advertising campaign. Written approval will specify the amount of advertising to be allowed under the authorization and other particulars so that Marantz can issue immediate credit to the dealer upon subsequent receipt of proof of the advertising, media invoices, and dealer's debit memo, provided said advertising conforms to the authorization.
- Claims for co-op advertising credit submitted with incorrect advertised prices will be deemed an improper claim and will not be eligible for co-op credit. Such improper pricing will also be deemed a violation of Section 1 of the Fair Trade Agreement.
- Co-op fund accrued each month will be valid for credit for a twelve month period.

### MODEL 7T SOLID STATE STEREO PREAMPLIFIER

"... we have never found a unit which embodied all the performance characteristics of the Model 7T" wrote Electronics World. Since its introduction in 1965, the 7T has outsold by far all other solid state preamplifiers, strengthening even further Marantz's reputation as the manufacturer of preamplifiers.



### MODEL 9 SEVENTY WATT AMPLIFIER

This massive single-channel 70 watt amplifier clearly proves the superiority of the Marantz approach in attaining high quality performance. Exceptional stability, lowest distortion, tremendous reserves of power, remarkably clean reproduction. Transient response is superb. Built-in metered adjustments. Precision construction. For superb stereo or mono reproduction.



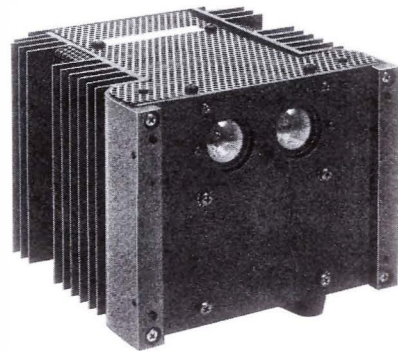
### MODEL 10B STEREO FM TUNER

This major technological breakthrough in FM reception puts Marantz years ahead. Its superiority in sound is quite obvious, even to the neophyte. Lowest distortion, greatest separation in the field. Unmatched selectivity. 9 limiters. Fully automatic stereo switching. Oscilloscope Multipath/Tuning Indicator traces passband for accurate tuning. No AFC or AGC needed. No circuit overloading. Far surpasses performance of professional broadcast relays and monitors.



MODEL	CONSUMER NET FAIR TRADE PRICE	DEALER NET AFTER 30 DAYS	IF PAID WITHIN 30 DAYS LESS 7%	REMARKS
7T SOLID-STATE STEREO PRE-AMPLIFIER	\$325.00	\$227.50	\$211.58	For Rack Mounting add \$40.00 to fair trade price. \$28.00 Net after 30 days; \$26.04 within 30 days.
8B STEREO POWER AMPLIFIER	285.00*	199.50	185.54	
9 MONOPHONIC POWER AMPLIFIER	384.00	289.00	268.77	For Rack Mounting add \$36.00 to fair trade price. \$25.20 Net after 30 days; \$23.44 within 30 days.
10B STEREO TUNER	750.00	525.00	488.25	For Rack Mounting add \$60.00 to fair trade price. \$42.00 Net after 30 days; \$39.06 within 30 days.
SLT-12, SLT-12U TURNABLES	295.00	206.50	192.05	SLT-12U is less cartridge.
14 SOLID-STATE MONOPHONIC POWER AMPLIFIER	200.00	140.00	130.20	
15 SOLID-STATE STEREO POWER AMPLIFIER	395.00	276.50	257.15	For Rack Mounting add \$35.00 to fair trade price. \$24.50 Net after 30 days; \$22.80 within 30 days.

\*Effective June 1, 1967, the 8-B is removed from fair trade.



#### MODELS SLT-12U AND SLT-12 TURNTABLES

Here's the magnificent "turntable twin" to the linear cutters employed by recording studios to cut master discs. Marantz' exclusive Straight Line Tracking is the only principle which inherently provides zero tracking error across the full playing width of a record. Marantz duplication of recording angle effectively eliminates inner groove distortion and other undesirable side effects which result from disparities between linear record cutting and the playback angle of conventional arms.

The SLT-12 is supplied with a quality cartridge manufactured to Marantz specifications.

The SLT-12U, supplied less cartridge, accepts virtually all present pick-ups, including ADC, Empire, Scientific, Pickering, Shure, Stanton and the Grade B series. Future cartridges employing standard mounting dimensions and a height from the top of the pick-up to stylus tip up to  $\frac{3}{4}$  of an inch (most current cartridges are approximately  $\frac{3}{8}$ -inch high) will be accommodated in this universal turntable. It will handle cartridges weighing up to 10 grams. Most cartridges today are less than half this weight.

#### MODEL 14 MONOPHONIC POWER AMPLIFIER

The only high quality solid state monophonic power amplifier available today, the Model 14 is rated at 60 watts rms from 20 Hz to 20,000 Hz with less than 0.10% harmonic distortion into 8 ohms (90 watts into four ohms and 40 watts into 16 ohms). It is completely stable with any loudspeaker load and can drive speakers ranging from the four ohm AR-3 to the sixteen ohm KLH-9.

#### MODEL 15 STEREO POWER AMPLIFIER

Marantz incomparable solid state stereo amplifier offers the perfectionist not only the lowest distortion of any amplifier ever manufactured by the firm, but its overload recovery is virtually instantaneous. With a power output of 60 watts rms per channel, it is the only direct-coupled stereo power amplifier available today.

The Model 15 incorporates two Model 14 amplifiers, bracketed together, with a handsome brushed metal facia that matches the 7-T Stereo Console and the 10B Multiplex Tuner.

Each channel is equipped with its own power supply, assuring, as the technically knowledgeable purchaser knows, that the two channels are wholly unaffected by the power output or requirements of the other channel.

#### ACCESSORIES

MODEL	CONSUMER NET FAIR TRADE PRICE	DEALER NET AFTER 30 DAYS	IF PAID WITHIN 30 DAYS LESS 7%	REMARKS
B7-0 CABINET	\$24.50	\$17.15	\$15.95	Oiled Walnut cabinet for 7-T
B10-0 CABINET	37.00	25.90	24.09	Oiled Walnut cabinet for 10-B
B15-0 CABINET	29.50	20.65	19.20	Oiled Walnut cabinet for 15
SLT-12DC DUST COVER	5.95	4.16	3.86	Dust Cover for SLT-12U and SLT-12

(Advertising co-op policy continued)

#### 4. Please Note

Advertising claims may not be deducted from any invoice remittance without the support of a MARANTZ Credit Memo. Any such unwarranted and unauthorized deduction from an invoice remittance is an F.T. C. violation and will be deemed an improper claim. There may be no exceptions to this condition. Any deduction from an invoice remittance other than the earned cash discount or those supported by MARANTZ Credit Memos will be immediately rebilled and considered an open past due balance.

5. Advertisements which include other manufacturer's products with MARANTZ are eligible for credit only to the extent of the amount of prorated space or time allocated to MARANTZ products.

#### AUTHORIZED MEDIA AND CONDITIONS FOR USE OF CO-OP FUNDS ARE AS FOLLOWS:

##### 1. Local Newspaper Advertising

A. **Rates:** Credit for each advertising claim will be based upon the PUBLISHED LOCAL RETAIL RATE of each newspaper. Rates must be verified by an accompanying copy of the media invoice for each advertising claim. On approved claims MARANTZ will assume an amount equal to 50% of the media invoice charge for each advertising claim and will issue credit accordingly.

B. **Copy and Artwork:** All co-op advertising claims must feature a MARANTZ prepared ad mat. ANY DISPLAY ADVERTISING ART AND COPY OTHER THAN A MARANTZ PREPARED AD MAT MUST BE APPROVED BY MARANTZ PRIOR TO USE.

##### 2. Local Radio Advertising

A. **Rates:** Credit for each advertising claim will be based upon the agreed contracted rate between dealer and the respective AM or FM station. This rate must be substantiated by an accompanying copy of the media invoice for each respective advertising claim. On approved claims MARANTZ will assume as its share an amount equal to 50% of the media invoice charge for each advertising claim and will issue credit accordingly.

B. **Radio Copy:** Radio Advertising must feature a MARANTZ prepared radio copy script. ANY RADIO ADVERTISING COPY OTHER THAN MARANTZ PREPARED RADIO COPY SCRIPT MUST BE APPROVED BY MARANTZ PRIOR TO USE.

##### 3. Annual Catalogs

Co-op funds may be allocated toward annual catalogs, but may not exceed 50% of the accrued amount. The maximum contribution for this purpose will be determined by MARANTZ.

##### 4. Local Trade Shows

The use of co-op funds for dealer participation in recognized local trade shows is permitted. Fifty per-cent (50%) of accrued co-op funds may be used for this purpose, subject to MARANTZ's prior approval of the show and costs involved.

##### 5. Bank Flooring Interest

Co-op funds may be used to reimburse dealers for 100% of the first 90 days interest charges incurred in the flooring of MARANTZ products. Claims for reimbursement must be accompanied by a copy of the flooring institution invoice for the first 90 days of interest.

#### UNAUTHORIZED MEDIA FOR USE OF CO-OP FUNDS

Television, Telephone Directories, and Classified Advertisements are not authorized media for use of co-op funds.

#### UL LISTING

All Marantz models shown in this Confidential Dealer Price List are listed by UL.

#### AC REQUIREMENTS

All Marantz models except the turntable can be used with either 50 or 60 cycle AC sources (50 cycle turntables are available on special order).

All Marantz models except the turntable use power transformers with split windings, permitting rapid conversion to accommodate the higher line voltages frequently found outside North America. Conversion details are available from the factory. This rapid conversion feature is most important to visitors to this country, such as foreign students.



*the sound of music at its very best*

**marantz**

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