

DEALER BULLETIN NO. 22

June 13, 1947

THANKS A MILLION

When I wrote you last week offering nine suggestions for improving your sales, we needed more sales as much as you did.

We had ourselves all fouled up in May getting our new tail wheel into production and before all the final engineering was done and the new castings were in, we had piled up some sixty planes we couldn't release because the new wheel was not installed.

When June came we began completing those sixty at the rate of five a day and getting new production from the line at the rate of ten a day.

The total was too much for us because you had just come through a terrible month of floods and bad weather and you couldn't take fifteen a day.

Accordingly, as of this Wednesday we stopped the line long enough to reduce our bank of 151 completed Seabees to normal proportions.

The reason I say "Thanks a million" is that your orders are again coming through and unless it is just a flash in the pan we can soon start the line rolling.

I'm sure you all agree that it is better for us to gear output to actual releases than to pile up planes on our field or yours.

WHO ARE THE LEADERS?

We are getting reports of many outstanding sales records from many different territories but I hesitate to feature some without being fair to all. I wish that every dealer who has taken and sold five or more Seabees would write me a note to that effect today and that every one who has sold ten or more would telegraph me collect to give me the good news.

WHO OPERATES WATER BASES?

I also want for publication in an early bulletin the names of every dealer or distributor who operates a water base or skyport. Please give the location, telephone number and brief description of facilities and service available. We can keep a lot of good business in the family if every Seabee owner and ferry pilot knows just where to look for these water bases.

A GOOD EXAMPLE

Jery Leeds, President of Mid-West Air Transport, Inc., whose headquarters are on the Evansville (Indiana) Municipal Airport, writes me that their Seaplane Division on the Ohio River at Dress Plaza in downtown Evansville is now in operation. Their base is only three blocks from the main business sections. They offer complete gas and servicing facilities and a good seaplane landing dock.

INTRODUCING DICKSON (DICK) MULLIN

Dick Mullin, Republic's new Pacific Coast District Sales Representative, made a dramatic entrance into California by having the press and radio of the nation announce that he was missing for 24 hours after radioing that he was unable to get over the mountains near San Bernardino and that he was turning South. Actually, Dick who is a veteran navy pilot and who had just crossed the continent in his Seabee, encountered foul weather and very sensibly landed somewhere to wait it out, then unconscious of the excitement he had cause, proceeded on to Tulare.

Dick will cover for us the seven states of California, Oregon, Washington, Idaho, Nevada, Arizona and Utah.

MORE SEABEES GO TO ALASKA

You will find interesting the enclosed news release¹ on the three Seabees now enroute to Alaska purchased by the Department of Interior for use by the Fish and Wildlife Service in Alaska.

Have you approached the various departments of your state on their interest in using Seabees in forest, conservation or game patrol? Seven states now employ Seabees and two more are reported placing orders this month.

NOTES ON STEERABLE TAILWHEEL

All deliveries since June 1st incorporate the new steerable tailwheel as the most important improvement since the Seabee was first produced.

Owners of Seabees delivered by Republic on or after April 7th are entitled to receive free from Republic kits which competent mechanics can install from drawings and instructions furnished by our Service Department.

Some dealers or distributors may want to specialize in doing this modification work for others in the same area. It is not an easy job but most Seabee owners will want this new feature.

Full details of delivery plans, installation and price on kits for planes sold before April 7th will be sent to you in the next few days by our Service Department.

BILL HUNT IN MICHIGAN

Many of you know Bill Hunt as one of Republic's top notch demonstrator pilots who has covered many states in special goodwill missions for the Sales Department. He is leaving today to spend a few days with Tom McDonald and Marion Cey of Aircraft Sales Corporation of Detroit, visiting their dealers. Then he will go north into other sections of the state to exchange sales ideas with all who are making sales records in Michigan.

¹ Press Release attached to the end of this bulletin

JESS GAUGH IN WISCONSIN

Because Jess is neither twins nor triplets, he cannot accept all the invitations he is receiving from our dealers in the Middle West to attend special events and air tours but he is doing the best he can and is glad to have help from Bill Hunt. Jess is in Wisconsin for the next ten days or so.

FLASH! SEABEE ENTERS CROP DUSTING FIELD²

As this bulletin goes to press, Johnny Johnston has just come into the office with the story of Ken Tyler's first installation of is famous crop dusting equipment in a Seabee and he is at this moment engaged in a demonstration for the Department of Agriculture in an insect infested area of national forest in the Adirondacks.

Share this release with your local newspaper but ask them to observe our national release date of June 20th. Please do not post on your bulletin boards until after that date. Write us for further details of this new use of the Seabee.

Julin C. Sleeper, Sales Manager Personal Plane Division

 $^{^{\}rm 2}$ Press Release attached to the end of this bulletin



REPUBLIC AVIATION CORPORATION FARMINGDALE + LONG ISLAND + NEW YORK PUBLIC RELATIONS DEPARTMENT TELEPHONE: FARMINGDALE 1100

For Release June 20, 1947 and thereafter

(Photos available on Request)

AMPHIBIANS PROVE IDEAL IN NEW FIELD: FOR PEST CONTROL, CROP DUSTING, AND FOREST SPRAYING

FARMINGDALE, L.I., N.Y., JUNE, -- Kenneth Tyler, fighter veteran of five wars and nationally recognized expert in the latest methods of crop dusting and aerial pest control operations, has adapted a Republic Seabee with a spray rig of his own device and after a series of tests declares that these experiments open up an entirely new field of utility in which amphibian aircraft have district advantages.

The spray-equipped Seabee, Tyler says, proved it can cover a swath from 170 to 300 feet wide in forest spraying operations, such as the eradication of the tent caterpiller or gypsy moth, and one plane can eradicate the pests from 3,000 acres of forest land per day. Areas are similar in mosquito control work.

On truck crop and farm crop operations, the spray must be applied more closely, hence from lower altitudes, so there a narrower swatch is covered and 800 acres a day is the approximate capacity of a single Seabee and pilot.

The operating mechanism, including spray bars, tanks and pressurizing pump, weighs in all only 75 lbs. The tank has the capacity of 460 lbs. of spray solution. Tyler says it is more economical and effective, however, to carry about 55 gallons of solution, weighing 385 lbs., which with the 75 lbs. of equipment makes up a total "payload" of 460 lbs. and, within the Seabee's useful load capacity of more than 1,000 lbs., allows plenty of leeway for the weight of the pilot and an ample load of fuel.

A distictive feature of Tyler's device, as applied to the Republic Seabee, is that it can be installed or completely removed, thus converting the plane back to a normal four passenger aircraft, in 45 minutes. Tyler, who is president of Tyler Flying Service, has his headquarters at Fitzmaurice Field, Massapequa, a few miles southwest of Farmingdale. He operates his pest control and crop dusting service all over eastern and central United States from the Gulf to the Canadian border, and he has licensed representatives on the west coast.

Tyler had scarcely completed his first trial installation and tests with the Republic Seabee when he was summoned by conservation officials and resort hotel owners of New York State's Racquet Lake region, to undertake the job of eradicating the gypsy moth horde which was stripping forest foliage in that area. He cites as one of the greatest advantages of amphibian aircraft for such operations the fact that they can take off and land with equal ease and safety on either airports, landing strips of the water surfaces of lakes and rivers. Therefore, in any region which affords water bases, no matter how remote it may be from an established airstrip, Tyler points out that the amphibian spray-plane can operate from either a level field or any nearby lake, river or bay. This results in both increased economy and greater safety, because it avoids the necessity for long flights from fuel and supply base to the areas to be "dusted", and the sturdy all-metal amphibian is seldom far from a safe landing place.

A distinctive feature of Tyler's spray equipment installation is that it requires no auxiliary power unit, which would add weight to the airplane's load. The pump, which supplies the pressure to force the fluid through the spray bars under wings, is driven by an ordinary automobile cooling fan mounted just ahead of the nose of the Seabee's cabin. Tanks are mounted in the aft part of the four place passenger cabin, in the space normally utilized for the rear seats. This leaves both front seats clear for the pilot and an assistant, if he cares to use one, although this is not necessary.

None of the plane's mechanism or controls are interferred with any way and Tyler reports that he has been unable to discover any tendency to retard the Seabees normal cruising speed, or otherwise effect its performance in any way. The spray bars are mounted on braces or brackets attached to the wing struts and outer wing ribs by simply removing two rivets at each place of attachment and replacing them with bolts. The plane fully equipped still cruises at a speed above 100 mph.



REPUBLIC AVIATION CORPORATION FARMINGDALE + LONG ISLAND + NEW YORK PUBLIC RELATIONS DEPARTMENT TELEPHONE: FARMINGDALE 1100

For Immediate Release

6/16/47

SEABEES GO INTO SERVICE OF U. S. FISH AND WILDLIFE IN ALASKA; EACH PLANE TO HAVE UTILITY OF 20 BOATS -----Amphibians Will Patrol Vast Coastline and Inland Reaches Enforcing Laws

for Game and Fish Protection

Bearing the black and orange colors of the Fish and Wildlife Service of the United States Department of the Interior, three Republic Seabee amphibians have been flown away from the Republic Farmngdale plant to Alaska for use in a versatile program of game and fish preservation, protective law enforcement, wildlife surveys, game and bird census counts and predatory control.

The three Seabees were flown away by Fish and Wildlife Service pilots, led by the Service's veteran Alaskan flyer, D.C. Freimuth, who has pioneered the use of amphibians and float-equipped aircraft for the tough job of enforcing the law in this vast outpost of America's game and fish protection policy.

The four-place, all-metal Republic amphibians, Freimuth said, will be used over the tundra expanse of inland Alaska and also to patrol the 15,000 miles of Alaskan coastline, a seacoast mileage nearly twice as long as that of the entire United Sates. In inland operations the Seabees will be used from land bases, using the standard conventional landing gear in summer and skiis in winter. For operations on coastal and off-shore waters and Alaska's many rivers, they will simply retract their landing gear and then can alight along side any fishing law violator to inspect equipment, check the nature of catches, and when necessary make arrests. The Seabees, Freimuth said, will run trap lines; check on commercial trapping and hunting and on commercial fisherman's salmon operations in the rivers and their halibut boats at sea; inspect fish traps to see that they are in compliance with federal requirements, and generally enforce the game laws and fishing regulations thoughout the Territory. They will also run seal patrols to see that commercial seal hunters do not "fudge" on the provisions by which natives only can now hunt seal, and then only with native boats and spears.

"Each Seabee will carry two men and approximately 200 pounds of camping and emergency equipment, with full tanks of fuel", Freimuth said. "A Seabee can cover 400 miles of fishing traps in a single day and take the place of at least 20 power boats. That alone is proof enough of the ultimate economy of our using Seabees. Besides we will be able to do a much more thorough and effective job.

"There's something else about this amphibian that appeals to those of us who have to fly planes in all kinds of weather, out through wilderness areas, whether they are coastal or inland. When we get caught out in a storm or fog, we don't have to buck the dangers of flying in this kind of weather to get back into a base. We can just pull up in any sheltered place, make up the Seabee's seats into a bed, and go to sleep for the night. Another thing we like, the Seabee will take a heavier sea and stay right side up than will any of the float planes we have ever had in service."

The veteran Fish and Wildlife pilot cited as still a further advantage, the ability of an amphibian to use land hangars, which are safer shelter and afford better facilities for overhaul, maintenance and inspection than is possible with seaplanes which must have their shelters built out over the water.

EDITORS NOTE: - Pictures of these three planes and their Alaskan pilots available on request.