



REPUBLIC AVIATION CORPORATION

FARMINGDALE, LONG ISLAND, NEW YORK

Telephone Farmingdale 1100

December 29, 1944

TO OUR DISTRIBUTORS - GREETINGS!

May I on behalf of all of us here at Republic thank you for the friendly reception you gave our delegation at St. Louis. We are very proud of the new friends we made and we feel that no company could enter the Personal Plane field under better sponsorship.

RESULTS OF ST. LOUIS CONVENTION

Republic returned from St. Louis with tentative arrangements concluded with the finest group of distributors that any company in any industry has ever had. Quota commitments totaled 1972 planes representing well over \$5,000,000 of first year's business. Important additional contracts are now pending for such open states as Pennsylvania, Virginia, Kentucky, Texas, Missouri, Kansas and Oklahoma. A complete list of Republic distributors will be printed later.

STATUS OF THE AMPHIBIAN PROGRAM

Complete approval of plans for Republic's entry into the Personal Plane field was given last week by the company's Board of Directors. P. H. Spencer and R. W. Miller as project engineers on the Seabee model are already working on final design details to secure fullest advantage in tooling and production.

PRICE OF THE AMPHIBIAN

Many of you talked with our president, Fred Marchev, at St. Louis and you know how confident he is that the Seabee can be successfully produced to sell at \$3500. Let skeptics consider that Republic reduced man hours of labor on the P-47 Thunderbolt from 22,927 to 18,079 hours in 1942; to 7,729 hours in 1943 and to 6,290 in present production. Republic is recognized by the Army as being the lowest cost producer per pound of airframe in the fighter group.

ARMY INTERESTED IN AMPHIBIAN

Stopped by snow storms at Roscoe Turner's airport in Indianapolis the day the Convention closed, P. H. Spencer and Don Parker proved the Seabee's sturdy flying qualities by working

their way home in villainous weather via Evansville, Columbus and Harrisburg.

After a quick inspection following the 1800 mile flight, they took off from Farmingdale for Washington where last week Army, Navy and Coast Guard big wigs flew the ship from the National Airport and made all sorts of water landings on the Potomac. The tests were very successful and negotiations are now under way for supplying a certain number to the military services. More details later.

WHO WAS WHO IN ST. LOUIS

Many have asked for the names of our St. Louis delegation. They included Fred Marchev, our president, Fred von Ritter our Advertising Manager, Louis deGarmo our Advertising Agent, Don Parker our Director of Military Contracts, Preston Mabry and Al Hapke of Market Research, our Test Pilot Ken Tyler who just happened in with his Thunderbolt, and R. W. Miller, Project Engineer on the Amphibian who was in town for an engineering meeting. Yours truly was chairman of the delegation and has since been appointed Sales Manager of the newly created Personal Plane Division.

DISTRIBUTOR FRANCHISES

As rapidly as possible we are confirming territory arrangements tentatively made in St. Louis. Formal distributor contracts will be ready soon. We are also working on Republic Dealer Franchise and will submit it to you for comment. Have you any recommendations in the meanwhile?

FURTHER BULLETINS

Please accept this informal bulletin as the first of others to follow in which I shall try to give you news of general interest and to discuss matters of equal interest to all. There are just not enough hours in the day to write each of you individually on the many important subjects that call for discussion.

NEW YEAR'S GREETING

Again for all of us, may I express our appreciation of your confidence and friendship and may we wish you and your business associates and your families a better and a happier New Year.



Gordon C. Sleeper, Sales Manager
Personal Plane Division