



REPUBLIC AVIATION CORPORATION

FARMINGDALE, LONG ISLAND, NEW YORK

Telephone Farmingdale 1100

BULLETIN XIX

January 16, 1946

Back from the Miami Air Races and part way through the mountains of mail that seem to rise from every crossroad in the world, let me try to bring you up-to-date on Seabee news.

We did not take the Seabee to Miami. It just wasn't ready. Everybody tried to make the deadline but our field was tied up by ice storms. The ship was only two days old and had only two hours in the air when Spence was due to leave with his mechanic, a LIFE photographer, a LIFE reporter and Lord only knows how much baggage. Common sense said don't do it. Better be right than sorry.

It was good to meet so many friends in Miami. Mundy Peale, Ken Ellington and I did the honors for Republic, helped as hosts by Wes Raymond and George Goetzen and Art and Mrs. Carnahan who held open house on their 48-foot cruiser for Republic distributors. Hotel quarters were too scattered to find everyone who was there but we did visit with Truman and Marie Miller of Raleigh, John Livingston of Waterloo, Mr. and Mrs. Ben Smith and Mutt Weaver of Atlanta, Mr. and Mrs. Arthur Hyde of Washington, Oscar Hostetter of York and Tom Davis of Winston-Salem. I know H.A. Strickland was on from Birmingham and I believe Ted Hebert from Bendix, but I could not meet up with either of them. Truman Miller figured in a grave accident while piloting and Aircoupe in Saturday's races but was himself unhurt.

SEABEE PRODUCTION SCHEDULES

Thank you all for your fine cooperation in sending in your latest estimates of Seabee requirements and your ideas on the Hartzell controllable reversible propeller. There has not been time to write each of you individually but so overwhelming was your response that Fred Marchev revised the entire Seabee production program as follows:

1. To provide for building of 5,000 Seabees in the calendar year 1946 with production to be accelerated to a top of 900 a month by August.
2. To approve commitments with Hartzell for 3,750 controllable reversible propellers to be offered as optional equipment at a list price of \$333 additional.

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ALLOCATION OF SHIPMENTS

On or about February 1st, you will be notified of the number of Seabees available to you for the months of April, May and June. The quantities will be small, for total production for these first three months will be only 400 planes. You will, however, be offered your fair percentage based on the ratio of your contract quota to 5,000.

If in any month production exceeds the schedule figure we have furnished you 90 days earlier, or if any distributor does not place firm orders for the full amount available to him, any excess thus created will be distributed as a bonus to those distributors who have special seasonal requirements or whose outstanding success proves that their original quotas were completely inadequate.

Please note carefully that although we asked you how many planes you would like if all limits were removed, we have not changed any quotas, we have simply doubled the number of Seabees to be available in 1946.

Please note also that although most of you offered firm orders for a full year's requirements, we are not changing your contract terms. We ask only 90 day's requirements on a firm non-cancelable basis. On or about February 1st you will give us your commitment for April, May and June based on what we report will be available. You will then send us 15 per cent of the money involved, if any is called for after deducting earnest money on deposit with us.

You will give us your next order on May 1st for the month of July and so on each 1st of the month for the third month ahead.

Please tell me if this is in any way not clear.

NEW DISTRIBUTORS

Republic is proud to introduce to the great family of Republic distributors the following new members:

For the St. Louis trade area including eastern Missouri and southern Illinois, the Interstate Airmotive, Inc., whose president is W. B. Dallas, whose vice-president and sales manager is Parker Snead and whose headquarters are on the Lambert-St. Louis Airport.

For the State of Oklahoma except for the Pan Handle counties, John H. Burke of Wiley Post Airport, Oklahoma City.

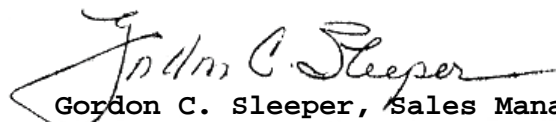
For most of the State of West Virginia, two outstanding Army pilots, Captain Edgar Maiscott and Lt. LeRoy E. Smith, who are doing business as partners under the name Maiscott, Smith Aircraft Sales and Service. Their headquarters are in South Charleston.

For the Maritime Provinces of Canada, Nova Scotia, New Brunswick, and Prince Edward Island, the firm of Pulsifer Brothers, Ltd. of Halifax, whose manager O. B. Pulsifer had a distinguished record with the Royal Canadian Air Force.

For the Province of Alberta and the Northwest Territories, the McDonald Aviation Corporation Ltd., of Edmonton, Canada, whose president S. A. McDonald was also a member of the R.C.A.F.

CHRISTMAS GREETINGS

On behalf of all of us in the Sales Department, let me thank you for the lovely Christmas cards, telegrams and cables you sent us. Your good wishes are returned a hundred-fold. May your New Year be the best you have ever known.


Gordon C. Sleeper, Sales Manager
Personal Plane Division