



# REPUBLIC AVIATION CORPORATION

FARMINGDALE, LONG ISLAND, NEW YORK

Telephone Farmingdale 1100

## BULLETIN XXI

February 12, 1946

### THE RAINBOW TAKES TO THE SKY

Incredibly beautiful, like some wonderful dream come true, Republic's new Rainbow, the XF-12 as built for the Army Air Forces, took to the air at Farmingdale on Thursday, February 7th, on its first public demonstration flight.

A host of aviation writers, newsreel and cameramen recorded the event as Loury R. Brabham, Republic's famous test pilot, accompanied by Oscar P. Hass as co-pilot and James Kramer as flight engineer, took the 51-ton, four-engine transport off using barely one-third of the runway.

After a half-hour run over New England, Brabham made three low level sweeps over the Republic field for the benefit of the news cameramen then came in for a graceful landing. Thus, made possible by the confidence and cooperation of the Army Air Forces, Republic's engineers under Alexander Kartveli score another great success and once again Republic proves that its producing organization can turn fine engineering into reality.

The Rainbow will now be given many test flights in the course of which London and Paris may be proved to be only a few hours away.

### MARCH 1ST REPORT

All Republic Distributors will be asked to make complete reports as of March 1st on Dealer Contracts closed and approved, and on contracts under negotiation. In both categories, we shall ask for quotas granted or contemplated, the amount of money you have accepted from each dealer for either his Seabee quota or his customer sales, and full information concerning your own direct sales.

Your report will show us how far along we are in our plans for broad dealer coverage of principal sales areas; how adequate our production schedule is likely to be in serving the dealers already appointed and under negotiation, and finally, the relation of your own retail sales to those made to and by your dealers.

We again remind you that under your Distributor Agreement, Seabees may be sold at a discount only to approved Franchised Republic Dealers and that we have requested you to limit your own retail sales to 25 per cent of your own quota.

In our own allocation of Seabees, each Distributor will receive one demonstrator and will then be tendered his percentage of each month's expected production, i.e., the percentage of our production that your quota is to 5,000.

We hope that as far as practicable, you will do likewise with your Dealers, meaning that each will get a demonstrator and that from then on, you will divide your month's allotment among your Dealers in reasonable proportion to the importance or potential of the sales area rather than favoring unduly the aggressive Dealer who may demand much more than his proper share.

To develop less experienced or competent Dealers will call for more work on your part but it will pay off in the second year when you will need every good outlet for increased production. I do not need to say that you should treat your own retail department as a Dealer, giving it no more or less in sales area or in deliveries than you would a dealer.

#### REPUBLIC'S APRIL-JUNE DELIVERIES

Very soon we shall give you a formal notice of commitment of Seabee production, offering you your allotment of expected April, May and June output. Please plan now who will get each plane and in what order. Most of you have already sent us copies of the Republic Retail Order Blank covering retail sales made to date. The same form can be marked "Distributor" Order Blanks or "Dealer" Order Blanks and used for planes allocated to yourself or to a Dealer. Be sure to indicate on each if the Hartzell-Republic Controllable and Reversible Propeller is wanted.

In passing, be sure the Dealers making retail sales stamp or type in their names and addresses in the box at the top of the order blank.

#### NEW SALES PERSONNEL

I want you all to know three new members of the Seabee sales staff. The first is William (Bill) R. Perry of New London, Conn., until recently a Captain in the Army Air Forces, talented flight and instrument instructor in the Army's School for Instructors at Randolph Field. He is now acting as Franchised Dealer supervisor.

The second is Walter F. Frahm of Huntington, Long Island, who during the war was a field Service representative for Republic, attached to Thunderbolt fighter groups in many stations throughout the Continental Air Forces. Walter, who has a fine advertising and sales promotion background, is organizing distribution of our own literature and sales aids and the handling of all inquiries from advertising.

Our third new member is Jess Gaugh of Indianapolis, who as district sales supervisor will take over full responsibility for Republic's interests in the States of Michigan, Ohio, Indiana, Kentucky, Illinois and Wisconsin. Jess was a Thunderbolt test pilot at our Evansville, Indiana, plant; before that was chief instructor for Roscoe Turner during his Army Training Program, and before that was field sales representative for the Westinghouse Electric and Manufacturing Company in Indiana. Jess is not only an exceptionally fine pilot but a seasoned sales expert who knows the problems of the airport operator.

NEW SPECIFICATION SHEETS

Under date January 15th, we released a new Seabee specification sheet to be used in connection with the circular, "A Million Missions Proved Your Postwar Plane". A copy of the new sheet is attached. A supply has been sent you but please call for more if you need them in answering your prospect inquiries.

Speaking of prospects, have you checked personally to see how promptly and how completely your office is answering the customer and dealer inquiries that we are sending to you almost daily? These inquiries from advertising are the life-blood of our business and get them for you, Republic is spending some \$300,000 in advertising this year.

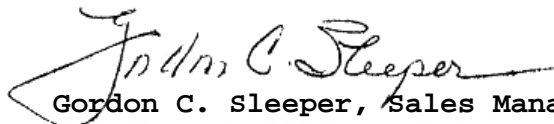
VISITING PILOTS PLEASE NOTE

For the convenience of visitors arriving by private plane, Republic now has additional radio communication equipment permitting tower operation on 371 K.C. Visitors who have radios should call in for landing instructions on 3105 K.C., 6210 or VHF. Otherwise, circle the field for green light from the tower. Most of Republic's departments are closed Saturday and Sunday and unless test flights are scheduled, there is no tower operations on these days.

Republic's Flying Club is active on weekends, however, and 80-Octane gas may be bought from the club manager.

REPUBLIC'S EMPLOYEES' FLYING CLUB

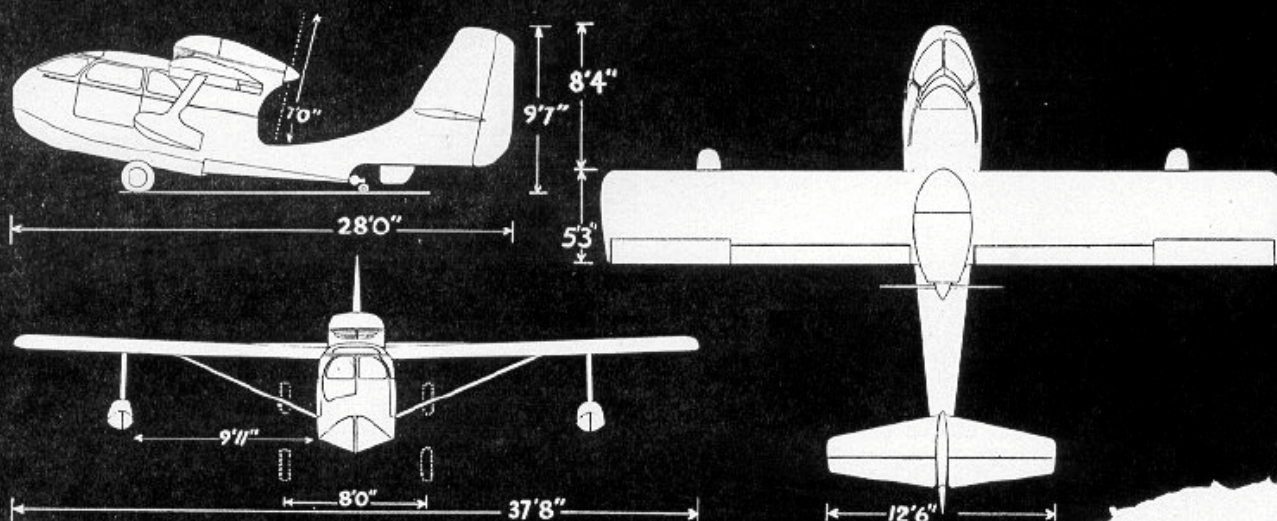
With spring just around the corner, the one hundred members of our Rac-Aero Flying Club are looking for new worlds to conquer, meaning that invitations to fields not too far away for Saturday or Sunday aerial jaunt would be welcome. In turn, as newly elected president of the club, I'm sure I speak for our members in inviting you to arrange weekend flights to Republic, especially later on when Seabees will be on the line for visitors to inspect.

  
Gordon C. Sleeper, Sales Manager  
Personal Plane Division

GCS:mz



# LATEST *Seabee* SPECIFICATIONS



Scale:  $\frac{1}{120}$

## GENERAL:

Model	RC-3
Type	Amphibian Monoplane
Seats	4-Place
Construction	All-Metal
Flight Instruments	Basic CAA and Ball Bank
Radio (Two-way)	Tower and Range
Propeller	Ground Adjustable*
Price	\$3995 FAF Farmingdale

## PERFORMANCE:

High Speed	120 MPH
Cruising at 75% Power	103 MPH
Landing Speed	58 MPH
Climb First Minute	700 ft. per minute
Range at Cruising	560 miles (75 Gals.)
Full Load Condition	
Take Off Land	800 ft.
Take Off Water	1000 ft.
Take Off Time Water	25 seconds
Landing run land	400 ft.
Landing run water	700 ft.

## POWER PLANT:

Make and Model	Franklin 6A8-215-B7F
Horsepower and RPM	215 at 2500
Fuel used at Cruise	13.5 gals. per hr.

## WEIGHTS:

Gross Weight	3000 lbs.
Empty Weight	1950 lbs.
Useful Load	1050 lbs.

## DIMENSIONS:

Span maximum	37'8"
Length maximum	28'0"
Height maximum	9'7"
Wheel Span main gear	8'0"
Cabin Width (Interior)	46"
Cabin Height	50"
Cabin Length	110"
Baggage Compartment	20 cu. ft.
Draft, loaded	18"

## LOADING SELECTIONS:

<b>2 PEOPLE</b> (Pilot & 1 Passenger)	340 lbs.
75 gal. Fuel (5.5 hrs. at Cruise)	450 lbs.
3 gal. Oil	20 lbs.
Baggage	240 lbs.
<b>TOTAL</b>	<b>1050 lbs.</b>

<b>3 PEOPLE</b> (Pilot & 2 Passengers)	510 lbs.
71 gal. Fuel (5.3 hrs. at Cruise)	426 lbs.
3 gal. Oil	20 lbs.
Baggage	94 lbs.
<b>TOTAL</b>	<b>1050 lbs.</b>

<b>4 PEOPLE</b> (Pilot & 3 Passengers)	680 lbs.
45 gal. Fuel (3.3 hrs. at Cruise)	270 lbs.
3 gal. Oil	20 lbs.
Baggage	80 lbs.
<b>TOTAL</b>	<b>1050 lbs.</b>

\*Controllable and reversible pitch propeller optional equipment at \$333. extra.

NOTE: These specifications are subject to change without notice.  
1-15-46

# REPUBLIC



# AVIATION

CORPORATION

SPECIAL INFORMATION REPORT

Date \_\_\_\_\_

From:    Personal Plane Division  
         Republic Aviation Corporation

To:       Seabee Distributors

AS of March 1, 1946, the following is the status of our efforts in setting up dealer distribution for the Republic Seabee:

I. Franchises Approved by Factory

<u>Dealer's Name</u>	<u>Address</u>	<u>Quota</u>	<u>Money Received With Contract</u>	<u>Seabee Sales To-Date</u>	<u>Deposits on Retail Sales</u>
----------------------	----------------	--------------	---	---------------------------------	-------------------------------------

II. Franchise Under Negotiation

<u>Dealer's Name</u>	<u>Address</u>	<u>Quota</u>	<u>Money Received With Contract</u>	<u>Seabee Sales To-Date</u>	<u>Deposits on Retail Sales</u>
----------------------	----------------	--------------	---	---------------------------------	-------------------------------------

SPECIAL INFORMATION REPORT (Cont'd.)

III. How many Seabees have you sold at retail to this date?\_\_\_\_\_

IV. Total deposits on hand from your own retail sales?\_\_\_\_\_

V. How many Seabees have your dealers sold at retail as of this date?\_\_\_\_\_

VI. Counties or Trade areas which are being reserved for your own retail  
sales\_\_\_\_\_

VII. Have you delivered to all Franchised Dealers the Blue Dealer Sales  
Agreement of which the one page signed contract is a part?\_\_\_\_\_

Signature\_\_\_\_\_