

Seabee

Bulletin

FROM PERSONAL PLANE DIVISION OF REPUBLIC AVIATION CORPORATION

Bulletin 26

May 23, 1946

SPECIAL BULLETIN TO
FOREIGN DISTRIBUTORS
AND DEALERS

THE QUESTION OF EXPORT PRICES

In this special bulletin directed to our Foreign Distributors and Dealers, I should like to clear up any confusion which may have been caused by a proposed increase in Republic's export price for the Seabee.

You know the battle we have fought against the rising costs of all material and labor that goes into the Seabee. You know that no other aircraft company has offered prices even remotely approaching the values built into the Seabee.

We have held stubbornly to the announced price of \$3995 and we hope to hold it there unless all present costs break through into levels that we can not cope with.

Our low margin of profit does not permit us, however, to take on the considerably increased costs of doing foreign business without some compensation. Many special charges are involved in meeting the requirements of our own government on export shipments and in meeting those of foreign governments. Red tape is expensive and every export shipment has miles of it.

Every different country has its own requirements. Smith, Kirkpatrick & Co. offer us invaluable help but our own engineering, production, flight test and sales departments must all assign special personnel to study and carry out the extra work called for on Seabees prepared for export.

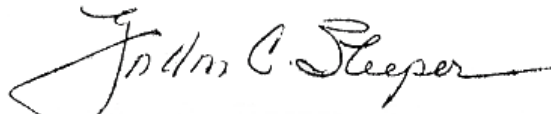
Experience shipping Thunderbolts to war fronts all over the world taught us that Seabees for export must have special inspection and special preparation for oversea shipment. We must have special instructions for reassembling and servicing after arrival at destination. We must prepare foreign language manuals. This is but a small part of the overhead of foreign business and even though flyaway deliveries are less costly to us than dismantling Seabees for export packing, the difference is only relative.

All this we can absorb when our margin of profit permits but if we are to give you deliveries now concurrent with those to our domestic distributors, we must ask you to recognize the fairness of an overall differential for "Engineering and Factory charges for preparing Seabees for export". This charge we have fixed at \$265 and it will be shown as an extra at this figure on our invoices.

Subject only to addition of the charge as above explained, the list price of the Standard Model RC-3 Seabee will be the same the world over. Until further notice it is \$3995 including the standard Hallicrafter "Skyfone" two-way radio Model CA-4.

All items of special equipment such as the Hartzell Controllable and Reversible propeller, the Cross Country Instrument Panel, special radios etc, will be offered to foreign distributor at the same prices quoted domestic distributors. Export packing, trucking charges and other disbursements on behalf of foreign distributors will be billed as extras.

Please be kind enough to acknowledge receipt of his bulletin and your acceptance of the arrangements outlined.



Gordon C. Sleeper, Sales Manager
Personal Plane Division

GCS:rl