

Seabee

Bulletin

FROM PERSONAL PLANE DIVISION OF REPUBLIC AVIATION CORPORATION

DISTRIBUTOR BULLETIN NO. 34

December 26, 1946

RENEWAL OF DEALER SALES AGREEMENTS

All of your Republic Approved Dealer's Sales Agreements expire December 31, 1946. There are many reasons why this does not seem to be the right time to negotiate completely new contracts. Not only is the time short but it is not a good time to discuss quotas or possible readjustments of territory.

You have delivered so few Seabees to dealers that you neither can judge dealers fairly on what they have done in the past nor on what they may do in the future. It is too early to ask for new commitments and it would seem inadvisable at this time to disturb old commitments.

To meet the situation which in any event requires immediate and definite action, Republic suggests a three month's extension of all outstanding Dealer Sales Agreements bringing their expiration date to March 31, 1947.

The advantage of such action are many:

1. It brings the term of Dealer Contracts into harmony with the Distributor's own contract with Republic which runs from April First.
2. It gives the Distributor time to determine how many Republic Seabees he may count on for the term of his new contract and so how many he can allot to dealers.
3. It gives the Dealer time to receive his own first deliveries, to catch up on some of his back orders and to estimate more accurately his new requirements.
4. It gives Distributor and Dealer more time to examine together the whole question of how best to promote Seabee sales and changes of organization, facilities, methods or territory that may be called for.
5. Extension of present contracts for 90 days means their renewal in springtime when everyone is better able to forecast the aviation year.

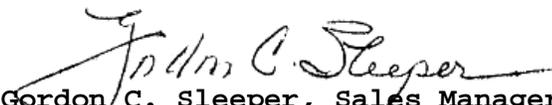
METHOD OF EXTENSION

A contract may be extended by mutual agreement. Because time is so very short, it is suggested that you telegraph the following Night Letter to all your Seabee dealers:

"Realizing that you have not had adequate time or experience accurately to judge Seabee requirements for 1947 and to bring expiration date of Republic Dealer Sales Agreements into harmony with renewal date of Distributor contracts, acting on request from Republic we hereby extend unchanged in all other terms and conditions your present Republic Dealer's Sales Agreement from December thirty-first to March thirty-first nineteen forty-seven. Please confirm acceptance by return wire. Signed (Distributor Name)"

When Dealers ask what happens after March 31st, assure them of your intention to offer a renewal of their Republic franchise in which you will incorporate such changes of quota or territory as may be mutually agreeable.

Please report extension of all present contracts as confirmations are received from dealers. Should questions arise on which you want help or advise, let us know what they are. It is particularly important that we be informed promptly of any contracts not renewed.


Gordon C. Sleeper, Sales Manager
Personal Plane Division

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