

Seabee

Bulletin

FROM PERSONAL PLANE DIVISION OF REPUBLIC AVIATION CORPORATION

DISTRIBUTOR BULLETIN NO. 36

February 7, 1947

NEW CONTRACTS

Unless you receive word from Republic to the contrary by February 15th, or unless you write us by that date of a change of heart on your part, renewal of your Distributor Sales Agreement under substantially the same terms and conditions as now in force, is only a matter of our agreeing on a quota for the contract year from April 1st, 1947 to March 31st, 1948 and of exchanging signatures.

NEW QUOTAS

A quota is not a firm commitment but it is a representation of the number of Seabees you believe you will sell in your sales area in the year beginning April 1st, and if accepted, it does obligate Republic to offer you your percentage of each months total, forecast two months ahead, i.e. the percentage of your quota to our total of 5,000.

HOW TO FIGURE QUOTAS

1. List every franchised Republic dealer in your sales area whom you feel will make the grade in 1947. Check over the number of retail orders each has on hand now and all your estimate of new sales each dealer will make in the new contract year.

2. Now list all new Seabee dealers you expect to appoint and add your estimate of their sales.

3. Add in your own present and expected retail sales and the grand total is the quota you should ask for in renewing your Republic Distributor Sales Agreement.

Please send in this figure at the earliest possible moment.

REPUBLIC'S PRODUCTION

After missing the boat on earlier production schedules, the factory now has a record of three consecutive months of meeting forecasts right on the nose. January's record of 110 delivered to the flight line almost doubled November and December monthly totals of 60. When H. J. MacDonald took over as Factory Manager on January 2nd, he undertook to bring Seabee production to 20 each working day by the end of May and to level off at that figure for the rest of the year, thus stabilizing engine output at Syracuse and labor requirements at Farmingdale.

MARCH AND APRIL CALLS

Under terms of our Sales Agreement we should have sent out March calls or allotments on January 1st and April calls on February 1st. We have waited to let Mr. MacDonald furnish his own schedules for those two months. Now they will go out to you on a minimum basis of 133 Seabees for March and 25 for April with adjustment in new orders and deposits asked for, for any excess carried over from February.

Please let us have your firm orders promptly with the required deposits. This is your protection as any not taken up are deducted from your quotas and are reassigned to other distributors.

DELIVERY ARRANGEMENTS

As production becomes increasingly dependable, it is possible to furnish you in most cases with N.C. and Republic serial numbers from a week to ten days in advance so that you may notify your dealers of an approximate delivery date. This permits them to give customers information necessary to arrange insurance and financing and to start funds back to you for factory payment. We then notify you from one to three days in advance that your particular ships are actually ready for flyaway.

When you get final notice please try to take delivery promptly or advise us of any unforeseen delay. AS a note in passing, we do not insist on certified checks from our own distributors but we suggest you arrange payments through channels that will not require your being billed for collection charges.

CHANGES IN BILLING GAS AND OIL

Advance invoices will no longer include a charge for 45 gallons of gas as many have requested that we collect this in cash from ferry pilots rather than putting you to the trouble of extra work in billing customers.

Please note also that we are now charging all flyaway pilots for three gallons of oil furnished with each new Seabee--a total of \$4.20.

INVOICING ANCHORS

The Seabee Anchor and 75 feet of nylon anchor rope is not standard equipment and is not included in the list price. Because all seem to want it, however, it will be billed as an extra on each advance invoice but it may be excluded in any case not wanted. The list price is \$28.45. The distributor price is \$17.07.

TRADE-A-PLANE ADVERTISING

In the February 1st issue of the above paper appear two offerings of Seabees by Franchised Dealers, both at list price, no trade-ins accepted. Prompt investigation proves neither dealer intended to do wrong but failed to realize such advertising in national medium is a breach of contract.

All distributors are asked to remind their dealers of the section of their Republic Sales Agreement which reads:

"IRREGULAR SALES--Dealer agrees that without the prior consent of Distributor in writing, he will make no sale directly or indirectly of any Republic Products outside the above described sales area.

"Dealer further agrees that he will not offer any new Republic airplane for sale at less than the list price established from time to time by Republic and that for purposes of this Agreement, any Republic airplane shall be considered as new regardless of its use for demonstration or other purposes if it is less than 60 days since its delivery by Republic and until it has had at least 60 hours of flying time."

Any recurrence of this type of advertising after the warning given in our Dealer Bulletin No. 14 dated January 29, 1947 may result in our asking you to cancel the Dealer's franchise regardless of who the dealer may be. It is up to the Distributor to know what his dealers are doing and how and where they are selling Seabees.

SEABEE ACCIDENTS

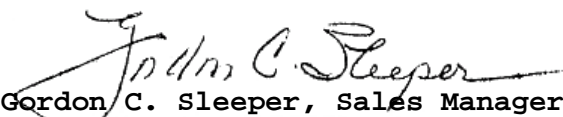
Pilot error explains the majority of Seabee accidents and the case history of many of them reveals inadequate instruction or gross overconfidence.

Despite all we have written for months past about the need of 3 to 5 hours of Seabee transition time by even the most experienced pilots and far more by light plane pilots unfamiliar with the gadgets and flight characteristics of heavy ships, we still day after day have pilots sent by distributor to take delivery of Seabees who admit they have had practically no instruction beyond a ride around the block.

A pilot in Miami with 1½ hours of Seabee time taxied into a motor boat because he said his prop would not reverse as quickly as he expected it to. We have had two more cases of landing in water with wheels down making five in all. Fortunately no accidents to date have resulted in personal injuries except two in which the pilot appears to have been hurt because a passenger behind him did not have his belt fastened and on impact hit the pilot.

Accidents cost money - they hurt the prestige of the Seabee and of all its distributors and dealers - they discourage owners and scare prospects. If they result from overconfidence or inexperience, do they not reflect on the man who turned them loose?

It's fine to sell Seabees but let's insist that the man or woman who buys them or who flies for any owner gets enough instruction to be a credit to the Seabee and to all in the Seabee family.


Gordon C. Sleeper, Sales Manager
Personal Plane Division