

Seabee

Bulletin

FROM PERSONAL PLANE DIVISION OF REPUBLIC AVIATION CORPORATION

DISTRIBUTOR BULLETIN NO. 37

MARCH 26, 1947

DISTRIBUTOR PRICES AND DISCOUNTS

AIRPLANES - As provided in Section 5, "PRICES and DISCOUNTS" of the new Republic Distributor Agreement, notice is given that the present list price of \$6,000 for the RC-3 Amphibian Seabee and the distributor discount of \$1,250 from this list price will continue in effect until further notice.

PARTS - Prices and discounts to distributors for all parts, equipment or accessory items purchased from Republic will carry the list prices and discounts given in present and subsequent revisions of parts catalogs and price lists supplied directly to Republic distributors by the Service Division.

DEALER PRICES AND DISCOUNTS

AIRPLANES - In continuation of the incentive discount plan in effect since the beginning of the Seabee project, distributors are requested to allow Authorized Republic Dealers in their sales area, a discount of \$750 on each of the first five Seabees; \$875 on each of the second five and \$1,000 on all above the first ten.

It is understood that these credits are cumulative from the original date of the dealer's appointment and that a level once reached, may be retained except that in the event any Republic dealer shall not in a given contract year purchase and pay for at least five Seabees, he will at the distributor's option, drop back to the next lower discount level.

PARTS - Dealer discounts on Republic furnished parts should be allowed Authorized Republic Dealers in accordance with discount schedules furnished by Republic's Service Division.

Distributors are reminded that no Republic airplane may be sold at a discount to other than an Authorized Republic Dealer in good standing except with the prior written approval of Republic (Section 10 "Irregular Sales") but that parts may be sold at a discount to any C.A.A. approved repair and service organization.

Remind him that he agrees not to sell Seabees at a discount to other operators or to anyone else except with your prior knowledge and approval. As a policy we do not recognize sub-dealers but under your supervision, an Authorized Republic Dealer, may pay a sales commission to an agent in his own sales area for securing customers.

Please inform us promptly of your wish to cancel or not to renew any outstanding dealer contract. Paragraph 2, "Selling" of your Distributor Agreement provides that you may cancel an agreement with a Republic dealer only after receiving consent from Republic.

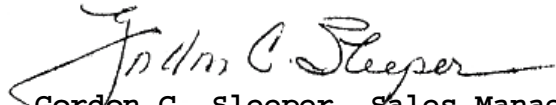
Please send in all renewed contracts as they are received rather than wait for all to be ready.

DEALER REGISTRATION CERTIFICATES (Form ACA 1707)

May we remind you that it is contrary to C.A.A. regulations to permit the flyaway of an aircraft without a Dealer's Registration Certificate. Delivery cannot be made without this certificate unless the customer or dealer has in his possession the necessary bills of sale, i.e., from distributor to dealer and dealer to customer. Considerable delay will be eliminated if this Registration Certificate is in our possession well in advance of delivery date.

ADVANCE NOTICE - DISTRIBUTOR CONVENTION

F L A S H! HOLD THE PRESSES! Save Monday and Tuesday, May 5th and 6th for Republic's First International Distributor Convention to be held at the Westchester Country Club, Rye, New York. Full details in special bulletin to follow.


Gordon C. Sleeper, Sales Manager
Personal Plane Division

GCS:jmt