



**REPUBLIC AVIATION CORPORATION  
FARMINGDALE, LONG ISLAND, NEW YORK  
SERVICE DEPARTMENT**

February 14, 1947

Distributor's No. 29

EMERGENCY REQUESTS – OWNER DIRECT TO FACTORY

Republic's basic policy for the distribution of spare parts specifies that all requests for spares be processed through the Distributor. We have been pursuing the interim policy of shipping spares requirements directly on an emergency basis, billing the Distributor against his open account, invoice to be forwarded when prices have been established. When each Distributor and Dealer has a shelf inventory of spares, parts sales may be made on a cash basis.

We are now confronted with a situation wherein private owners are coming directly to the factory for their spares. We propose to handle this situation in one of the three following ways:

1. Where the airplane is one sold by you, and an emergency request for parts is received directly, we will ship the parts direct to the owner and invoice you, permitting you and your dealer the benefit of the profit.
2. Where an airplane is a transient from another territory, we will ship the parts to you and permit you a normal profit by selling for cash to the owner.
3. Where such private owners request parts involving a bulky shipment, we will notify you of this request and will ship directly to the owner upon receipt of telegraphic authority from you, and we will invoice your account.

By pursuing the above policy, we insure the rapid return to flying status of all aircraft grounded for parts, and in so doing, protect your franchise by guaranteeing your normal profit on the sale of these spare parts. This policy will only be pursued in the interim period until customers have been educated to place their orders through the proper channels, namely – the Distributor-Dealer set-up.

W. H. Ehmann  
Service Manager