



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

August 1, 1947

Distributors' No. 45

MINIMUM ORDERS

When you order spare parts for the Seabee in quantity the pro-rated handling cost per item is small and your margin of profit remains high. The cost of processing the paperwork necessary to ship a spare parts order is constant, regardless of whether the order is for \$5.00 or \$500.00. Also, the shipping charges paid by you on small orders eliminate your profit. Continuing to handle small orders is resulting in an operating loss which neither of us can afford.

Accordingly, effective August 15, 1947, any order for Seabee Spare Parts, of less than \$50.00 List, will be invoiced at list price, no discount.

W.H. Ehman
Service Manager

