

CONSOLIDATED VULTEE AIRCRAFT CORPORATION



STINSON DIVISION
WAYNE, MICHIGAN

February 7, 1948

To: All Stinson Dealers
From: William H. Klenke, Jr.
Subject: Volume of the Personal Aircraft Industry for the Calendar Year 1947.
(excluding military sales)

	Unit Sales 1947		Total Units	Volume	Dollar Position
	First Half	Last Half			
Stinson	1597	1065	2662	\$11,399,309	1
Beechcraft	420	789	1209	7,945,000	2
Piper	2800	664	3464	7,697,000	3
Cessna	1869	521	2390	5,976,000	4
North American	770	Out of Production	770	4,514,000	5
Republic	727	91	818	3,902,000	6
Luscombe	735	666	1401	3,413,000	7
Aeronca	857	361	1218	2,329,000	8
Ercoupe	592	213	805	2,084,000	9
Bellanca	161	53	214	1,070,000	10
Temco	66	143	209	787,000	11
Taylorcraft	112	84	196	366,000	12
Funk	21	20	41	155,000	13
Ryan	0	18	18	125,000	14
Fairchild	0	16	16	71,000	15
All American	1	Out of Production	1	3,000	16
			15,392	\$51,836,309	

The above figures will show that during the year 1947:

Stinson accounted for the highest dollar volume in the industry.
Stinson placed second in unit volume deliveries for the full year,
and first for the last six months.

Stinson accounted for 17% of all deliveries.

Stinson accounted for 46% of all four-place plane deliveries.

Stinson accounted for 21% of the total dollar volume.

Stinson accounted for 39% of all four-place plane dollar volume.

As a result of the above sales you can see that the Stinson Dealers opportunity for profit was greater than any other dealer organization. Stinson, as you know, gives