

# SERVICE PARTS AND ACCESSORIES LETTER

STINSON DIVISION  
CONSOLIDATED VULTEE AIRCRAFT CORPORATION  
WAYNE, MICHIGAN

TO: Distributors and Direct Factory Dealers

LETTER NO.: 11

TITLE: Parts Discount

PAGE 1 OF 1

DATE: July 11, 1947

Gentlemen:

This letter cancels and supersedes Service Information Letter No. 13 on this subject.

Of necessity we have to modify our parts discount policy relative to minimum billings on parts orders. In establishing our discount rates we attempted to be as liberal as is consistent with good business practice, however, the expense involved in handling a single order has exceeded our maximum forecast.

Discount rates were based on a cost ratio to a projected volume of business assuming that stock orders would be placed, or at least orders in excess of emergency requirements. Contrary to this we are receiving repeat orders for single units of such high mortality parts as brake parts, lift struts, wing tips, etc., for the older models as well as the current Voyager.

An analysis of all parts orders received proves that we must apply the following rider to your discount arrangement:

Your present scale of discounts will apply on all individual parts orders amounting to \$15.00 (Fifteen Dollars) or over at list prices.

No discount will be allowed on individual parts orders totaling less than \$15.00 (Fifteen Dollars) at list prices.

Individual parts orders require separate handling from the writing of the order through to shipping the order and for this reason we cannot accumulate open orders to meet the minimum discount scale. It is, therefore, to your advantage to accumulate your requirements at the time your order is placed.

Yours very truly,

STINSON DIVISION  
Consolidated VulTEE Aircraft Corporation

*George Martin*  
George Martin  
Service Manager

GM:LJA