

REFER TO THIS LETTER BY NUMBER

PACKARD MOTOR CAR COMPANY**DETROIT MICHIGAN**

July 24, 1929

To PACKARD DISTRIBUTERS AND DEALERS

Subject ACCESSORY ACCOUNTING

TO BE NOTED AND INITIALED BY	

Gentlemen:

The following comprises a list of items which should be credited to accessory sales.

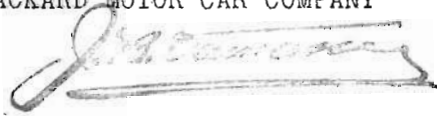
1. "Accessories listed in Accessory Price List as published.
2. Detailed parts of accessories listed in Accessory Price List and other items under PA numbers billed on an accessory invoice.
3. Accessories attached to a new car at Distributer's store and drawn from his own stock.
4. Accessories attached to a new car at the factory and billed on an accessory invoice.
5. Tires, tubes, gas, grease and oil.
6. Accessories purchased from sources other than the factory (only items that are classified as accessories).
7. DeLuxe equipment shipped from the factory and billed on an accessory invoice should be credited to accessory sales.

DeLuxe equipment installed at the factory and billed to the Distributer on a car invoice is to be credited to new car sales. This is not an accessory sale, and should not, therefore, be credited to the accessory account.

Wire and wood wheels are not accessories, and should not, therefore, be so classified.

Yours very truly,

PACKARD MOTOR CAR COMPANY


 J. B. Van Tassel
 General Sales Department

 JBV:H
 (b) 2200
 Dealers' G.L. No. 232.

Any references herein, to future business, are made subject to the continuance of the existing agreement between the Manufacturer and the Distributer