

PACKARD MOTOR CAR COMPANY

DETROIT, MICHIGAN

August 12, 1932

To PACKARD DISTRIBUTERS AND DEALERS

Subject SEVENTH SERIES WATER PUMPS

TO BE NOTED AND INITIALED BY	

Gentlemen:

In making replacements of the water pump on the 726 and 733 we have supplied the Eighth series pump, since this later unit has given excellent performance in every way.

In order that the largest possible number of Seventh series owners may benefit by the 826 design, we have decided to establish an extremely low net price, and we will in the future bill this water pump at a Distributors' net price of \$5.00. This represents our bare factory cost.

Since it is now possible for you to install these pumps at so low a price, no credit will in the future be allowed on any of the old style Seventh series pumps which are returned. We have eliminated our own parts profit on this transaction, and there will undoubtedly be cases where you will consider it advisable to do the same thing by selling the operation to the customer at your own cost for the material and the labor.

Yours very truly,

PACKARD MOTOR CAR COMPANY

JEP:N
(900)
Dealers' GL-492

J. F. Page
General Service Manager