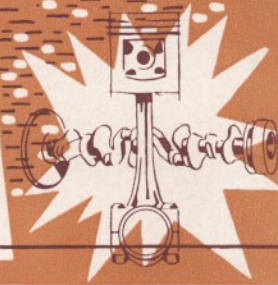


PACKARD *Parts* *Merchandising*

MEMO



PACKARD MOTOR CAR COMPANY · DETROIT 32, MICHIGAN

December 15, 1949

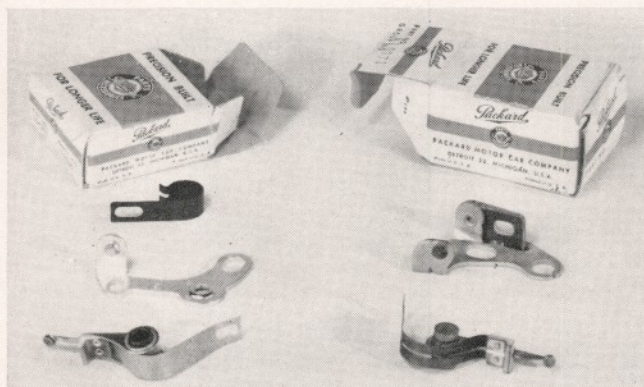
To: ZONES AND DEALERS

Att: GENERAL MANAGER, SERVICE MANAGER AND PARTS MANAGER

Subject: DISTRIBUTOR POINT SET

GROUP

4.0305



This is one way of making up "lost time" in your shop.

"Are you scoring profits on points?"

Obviously distributor point sets are a vital part of the electrical system of an automobile and should be checked at least twice each year to be certain they are not pitted or worn.

Your service salesmen should ask for "tune-up" jobs, since most owners cannot readily recognize when point sets need replacing.

In any service shop it's the "plus-business" that counts, so why not put on a sales campaign for a month and see what develops.

This bulletin lists below all types that are available from your Zone warehouse so check your supply and have an adequate inventory on hand.

DISTRIBUTOR POINT SETS

Group
4-0305

304150 (AL)	120-120B
320425 (DELCO)	115C-1600
320426 (AL)	1500-1-2-1603-4-5-1703-5
327535 (AL)	115C-120C-1500-1-1601-2-3-4-5
	1700-1-2-3-5
341518 (AL)	1700
354216 (AL)	1800
354262 (AL)	1801-1901-1951-2001-11-2101-11-2201-2-11-22-32-2301-2-22-32

Group
4-0305

354263 (AL)	18th thru 21st Series Super 2206-13-26-33 2306-13-33
364989 (AL)	1800-1900-2000-10-2100-30-2220-40
373326 (DELCO)	1900-2000-10-2100-2220-40
410071 (DELCO)	2201-2-11-22-32 2301-2-22-32

Very truly yours,

J. A. Carr

J. A. Carr, Manager
Parts and Service Department