

REFER TO THIS LETTER BY NUMBER

TO BE NOTED AND INITIALED BY

PACKARD MOTOR CAR COMPANY

DETROIT MICHIGAN

May 1, 1928

To PACKARD DISTRIBUTERS AND DEALERS

Subject EXCHANGE PRICES OF PACKARD SIX AND PACKARD EIGHT
MOTOR CONNECTING ROD AND BUSHING ASSEMBLIES

Gentlemen:

This letter supersedes Trade Letter No. T-2312 and previous letters on this subject.

The construction of the Packard Six and Packard Eight motor connecting rods with regard to the crankshaft bushings is such that very few if any shops are equipped to renew them. To insure a standard Packard job, the Factory will re-babbitt and re-bush rods that are returned for that purpose, providing they are in good condition in other respects.

The following schedule of prices for standard and .015 undersize motor connecting rods and bushing assemblies on an exchange basis has been established, effective only when old rods are in such condition that they can be re-babbitted and re-conditioned to be used again.

120992 Motor Connecting Rod and Bushing Assembly
126-133 226-233 (Prior to Motor #46300C)

125488 Motor Connecting Rod and Bushing Assembly
136-143 (Prior to Motor #202500)

130794 Motor Connecting Rod and Bushing Assembly
136-143 (After Motor #202499)

132208 Motor Connecting Rod and Bushing Assembly
226-233 (After Motor #46299C)

133206 Motor Connecting Rod and Bushing Assembly
326-333 (Prior to Motor #84763A)
236-243 (Prior to Motor #216727A)

156649 Motor Connecting Rod and Bushing Assembly
326-333-426-433-526-533 (After Motor #84762)
236-243-336-343-443 (After Motor #216726)

156933 Motor Connecting Rod and Bushing Assembly
526-533 (After Motor #126451)
443 (After Motor #225044)

.015 UNDERSIZE

97483-ND Motor Connecting Rod and Bushing Assembly
Model - 326-333 Prior to #84763
Model - 236-243 Prior to #216727

97484-ND Motor Connecting Rod and Bushing Assembly
Model 326-333-426-433 After #84763
Model 236-243-336-343 After #216727

97485-ND Motor Connecting Rod and Bushing Assembly
Model 526-533-443

97486-ND Motor Connecting Rod and Bushing Assembly
Model 136-143 Prior to #202500

97487-ND Motor Connecting Rod and Bushing Assembly
Model 136-143 After #202500

FROM FACTORY TO DISTRIBUTER

Net Price to Distributer	\$6.00
Net Credit to Distributer for return of old rod	4.05
Net Cost to Distributer for re-babbitting	1.95

FROM DISTRIBUTER TO DEALER

	Zone <u>1</u>	Zone <u>2</u>	Zone <u>3</u>
Suggested Net Price to Dealer (Zone list less 27%)	\$7.30	\$7.65	\$8.45
Suggested Credit to Dealer for return of old rod	4.80	5.00	5.50
Suggested Cost to Dealer for re-babbitting	2.50	2.65	2.95

FROM DISTRIBUTER OR DEALER TO OWNER

Suggested List Price to Owner on Exchange	3.75	3.95	4.40
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Net price to Distributer, zone list price less 27% discount to Dealer and zone list price to owner will prevail in all cases where no rod is returned for re-conditioning.

Sufficient rod assemblies should be stocked to prevent any delays in giving prompt service on them.

Yours very truly,

PACKARD MOTOR CAR COMPANY

H. N. Davock

HND:ES
(j) 2000
Dealers' T.L. No. 20

H. N. Davock
Service Manager