

PACKARD MOTOR CAR COMPANY**DETROIT MICHIGAN**

November 5, 1931

To PACKARD DISTRIBUTERS AND DEALERS

Subject "V" RADIATOR, etc. CHANGEOVER EQUIPMENT FOR EIGHTH SERIES CARS

TO BE NOTED AND INITIALED BY

Gentlemen:

There are now available the necessary parts to revamp the appearance of an 826-833 or an 840-845 to approximate the appearance of the Ninth Series cars.

The accompanying picture shows an 826 Sedan with a V-shaped radiator and lamp tie rod, square louvre doors in the bonnet, single bar bumpers (double bar for 840-845) and one Ninth series tail light (two for 840-845). Trumpet horns and Deluxe radiator emblem are included also in 840-845 equipment.

The materials listed above and furnished under equipment No. 97997 for models 826-833, and No. 97998 for models 840-845, are being prepared and priced at less than present cost in order to assist in disposing of Eighth series cars. It is therefore the Company's wish that distributors and dealers add to this material cost only the labor cost of installing plus transportation.

The other items shown on the picture, which would continue to be sold as accessories on the 826-833, are: Trumpet horns, DeLuxe radiator emblem, tire cover and Deluxe equipment including fender lamps. Prices on these items are not included in the equipment prices shown.

<u>Distributers or Dealers Net Prices:</u>	<u>Models</u> <u>826-833</u>	<u>Models</u> <u>840-845</u>
Material net price before exchange credits	\$105.00	\$125.00
Net credit on return of old radiator, core and shell	43.00	48.00
Material net cost after exchange credits	62.00	77.00
Suggested prices for changeover when added		
to new car sales price	\$ 87.00	\$ 95.00
Twelve hours at \$1.25 per hour allowed in these prices for labor of installing and painting bonnet sides on models 826-833; seven hours allowed for labor of attaching on models 840-845.		

Other parts removed should not be returned as no credit will be allowed.

PACKARD MOTOR CAR COMPANY
DETROIT, MICHIGAN

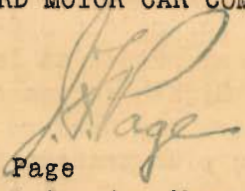
When these equipments are specified on sales orders and installed at the factory, the net prices will be:

	<u>Models</u>	
	<u>826-833</u>	<u>840-845</u>
(installed)	\$82.00	\$87.00

Only a limited number of sets of this material are being prepared. Radiator cores and shells removed from Eighth series cars will be returned to the factory immediately and reworked for later shipment. Our service to the field in furnishing the complete list of material necessary for the changeover is dependent upon the promptness with which these parts are returned to the factory.

Yours very truly,

PACKARD MOTOR CAR COMPANY



J. F. Page
General Service Manager

BRH:HN
(d) 2200
Enclosure

P.S. Additional copies of the photograph will be supplied upon request.