

# PACKARD MOTOR CAR COMPANY

## DETROIT, MICHIGAN

TO BE NOTED AND INITIALED BY	

To PACKARD DISTRIBUTERS AND DEALERS

March 1, 1937

Subject PACKARD SHOCK ABSORBER FLUID

Gentlemen:

This letter cancels and supersedes Trade Letter T-2673-A and all other letters on this subject.

The fluid used in the shock absorbers on all Packard cars on leaving the factory is an especially refined preparation approved by the Packard Laboratory. Two different kinds have been used as follows:

- (1) Fluid for PACKARD LOVEJOY shock absorbers  
(Used on 6th Series through all 1937 models)
- (2) Fluid for PACKARD shock absorbers  
(Used on 6th & 7th Series only)

Every Packard Service station should maintain a supply of both types in order to insure the efficient and dependable performance of Packard shock absorber equipment. Following is a schedule of prices. Dealers will order in the regular manner through the distributor under whom they operate. The parts discount is indicated by the letter preceding the piece number.

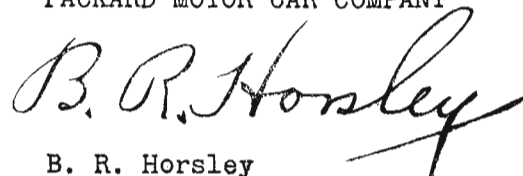
### FLUID FOR PACKARD LOVEJOY SHOCK ABSORBERS

<u>Piece No.</u>	<u>Size</u>	<u>Quantity</u>	<u>Suggested Net to Dealers</u>	<u>Suggested List Price</u>
A-98325	Quart (Litho)	1 to 5	\$ .31 quart	\$ .50 quart
	"	6 or more	.25 "	
A-98326	Gallon		1.05 gallon	1.70 gallon
A-98327	5 Gallon		.93 "	

### FLUID FOR PACKARD SHOCK ABSORBERS

A-98322	Quart (Litho)	1 to 5	.31 quart	.50 quart
	"	6 or more	.25 "	
A-98323	Gallon		1.05 gallon	1.70 gallon
A-98324	5 Gallon		.93 "	

Yours very truly,  
PACKARD MOTOR CAR COMPANY



B. R. Horsley

Manager, Service Stores Division

3(b-x)2500

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