

SERVICE



LETTER

Service Letter No. 295A

January 3, 1964

TO: All Distributors
SUBJECT: Aircraft Finishes
MODELS AFFECTED: All



An agreement has been reached between Piper Aircraft Corporation and Randolph Products Company, Carlstadt, New Jersey, which provides for the direct shipment of all orders for aircraft finishes from Randolph to all Piper distributors. This applies to aircraft finish orders which, normally, have been submitted to us.

The procedures governing this agreement are as follows:

1. You will submit your aircraft finish purchase order direct to the Randolph Products Company who will fill your orders and ship direct to you within five (5) days. They will then submit proof of shipment to Piper Aircraft Corporation who, in turn, will invoice you for the shipment.
2. Transportation charges will be handled as follows:
 - a. Shipments of aircraft finishes in lots of 30 gallons or over, within a 500 mile radius will be sent freight prepaid. A freight allowance of 25¢ per gallon will be allowed beyond the 500 mile radius or the freight would be prepaid, whichever is the lower. Shipment of aircraft finishes under 30 gallons will be sent freight charges collect. Parcel post shipments within the legal limits will be prepaid and billed on our invoice submitted to you.
3. To expedite handling of your orders, it is planned to stock aircraft finishes in package units of 4 quarts per color or 4 gallons per color. It is well to keep this in mind when submitting your orders.
4. This agreement will be effective January 22, 1958 and all of your purchase orders for aircraft finishes from this date on are to be submitted direct to Randolph Products Company in Carlstadt, New Jersey.

(over)

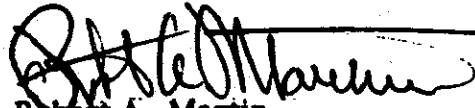
PIPER AIRCRAFT CORPORATION, LOCK HAVEN, PA., U. S. A.

January 3, 1964

The primary purpose for this agreement was to obtain additional floor space to stock Comanche parts. It is further intended that this agreement will accord you the same service you are presently receiving on your orders for aircraft finishes.

Very truly yours,

PIPER AIRCRAFT CORPORATION



Robert A. Martin

Service Spares Manager

RM:dld

NOTE TO EXPORT DISTRIBUTORS

Your orders for aircraft finishes may be submitted directly to Piper Aircraft Corporation, Lock Haven for simplification of order processing.