

Replaces February 9, 1931

File

SERVICE

Date

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BODY ORDERS

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Dealers periodically receive requests for bodies less front seat, cushions, less trim but including glass, less doors, but including trim, etc. Investigation shows almost invariably that these orders cover wrecks where the owner is attempting to salvage certain parts of the old body.

These bodies, if supplied, necessitate special handling through our Body Building Department, also considerable work by our Accounting Department in arriving at the special price at which they will be invoiced.

Retail price to the owner of one of these bodies, along with dealer's price for necessary work performed by him, will, in most cases, be as high as the cost of complete new body. It must be remembered also that the owner will have a body inferior to a factory built body. With the foregoing in mind, dealers should recommend that owners purchase complete bodies.

In the event of a request for information on a partially completed body being received, arrange to supply the Branch with complete details of the following.

- (1) Parts to be omitted.
- (2) Body to be painted or primed.
- (3) Select standard colour option provided body is to be painted.
- (4) Supply a sample of upholstering cloth provided body is to be partially trimmed.
- (5) Why partially completed body is required and purpose for which it will be used.

When a request for information on a complete body or cab is received, arrange to supply the Branch,

- (1) Standard colour option.
- (2) Why complete body or cab is required.

Information requested in Question #2, "complete bodies", and Question #5, in "partially completed bodies", is to be fully answered to the Branch when requests for bodies are made, as bodies or cabs are supplied on the approval of Home Office, and this information will be mailed or wired by your Branch to Home Office when requesting shipment.