

# FLY GRUMMAN AMERICAN

DISCOVER THE  
DIFFERENCE

WELCOME TO

"FLY GRUMMAN AMERICAN... DISCOVER THE DIFFERENCE"

1 9 7 4

DEALER MEETING

CLEVELAND, OHIO

18-20 SEPTEMBER, 1973

**GRUMMAN** AMERICAN AVIATION  
CORPORATION  
318 BISHOP ROAD, CLEVELAND, OHIO 44143  
(216) 449-2200 TELEX NO. 980-245



# Fly GRUMMAN AMERICAN

## DISCOVER THE DIFFERENCE

### AGENDA

WEDNESDAY, SEPTEMBER 19, 1973

0730 BREAKFAST AT HOLIDAY INN

0830 BUSES TO DEALER MEETING FROM HOLIDAY INN

0900 FLY GRUMMAN AMERICAN... DISCOVER THE DIFFERENCE

WELCOME

Roy Garrison  
Vice President - Marketing

1974 PRODUCT INTRODUCTION

Don Shepperd  
Domestic Sales Manager

Coffee Break & View 1974 Models

GRUMMAN AMERICAN  
A New Force In General Aviation

Russ Meyer  
President

GRUMMAN AMERICAN FLYING CENTERS

Bob Nelson  
Marketing Administrator

1974 ADVERTISING PROGRAMS

Jody Miller  
Advertising Manager


1974 SERVICE PROGRAMS

Paul Seibert  
Service Manager

1200

Catered Lunch

**GRUMMAN** AMERICAN AVIATION  
CORPORATION



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## DISCOVER THE DIFFERENCE

- Page 2 -

1300	AVIONICS SALES	Don Tricebock Narco
	FINANCING PROGRAMS AND USE OF FINANCE IN SALES	Lloyd Duncan American Aviation Finance Corporation
	1974 MARKETING PROGRAM REVIEW	Roy Garrison Vice President - Marketing
	REGIONAL WORKING SESSIONS	Regional Managers
1700	BUS DEPARTS TO HOLIDAY INN	
1830	COCKTAILS AND BANQUET AT HOLIDAY INN Guest Speaker	Gib Shanley Channel 5
	Presentation of Awards	Russ Meyer President
	"Flying is Good Fun:	Mary Creason Ottawa Air

**GRUMMAN** AMERICAN AVIATION  
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318 BISHOP ROAD, CLEVELAND, OHIO 44143  
(216) 449-2200 TELEEX NO. 980-245

# Fly GRUMMAN AMERICAN

## DISCOVER THE DIFFERENCE

### AGENDA

THURSDAY, SEPTEMBER 20, 1973

0730 BREAKFAST AT HOLIDAY INN

0815 FBO MANAGEMENT SEMINAR AT HOLIDAY INN Fran Jabara  
Wichita State  
University

Coffee Break

1000 WRAP-UP Russ Meyer

PANEL DISCUSSION & QUESTION SESSION Roy Garrison  
Bill Seidel  
Don Shepperd  
Paul Seibert

Individual Lunch

1315 BUS GOES TO COUNTY AIRPORT FOR DEALERS  
FLYING-AWAY IN 1974 AIRCRAFT

1400 BUSES GO TO HOPKINS FOR COMMERCIAL  
DEPARTURES

September 10, 1973

MARKETING LETTERS 74-1

To: Grumman American Aviation Dealers  
Regional Managers  
Marketing Staff

Subject: 1974 Model Changes

The following outlines the model changes effective on 1974 model production.

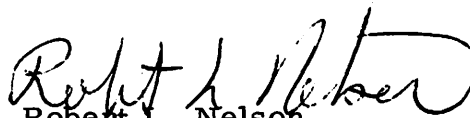
1974 Trainer and TR-2 (AA-1B) Model Changes

1. Improved Canopy
  - a. New front.
  - b. Inside/outside canopy latch.
  - c. Bonded windshield and canopy bows.
2. New Interior
  - a. New re-styled bucket seats and matching interiors -- provides more head and leg room.
3. New Exterior
  - a. The Trainer exterior will be a two-color -- more luxurious.
  - b. The TR-2 exterior will be the same as 1973, due to popular demand, with two exciting optional choices, red or blue on white.
  - d. Urethane paint will be standard.
4. New Systems
  - a. New electrical switches and re-spacing of the same to provide for strobe switch option. The switches have "on-off" lettering on the switch.
  - b. An audio amp circuit breaker has been added to the panel.
  - c. Two more circuit breakers have been added for multiple avionics installation.
  - d. The hourmeter fuse and electrical clock fuse have been removed from the panel and installed in a special bracket on the battery support in the engine compartment.
  - e. The GAAC switch panel has been deleted for multiple avionics.
  - f. A switch has been added to the marker beacon lights. The marker beacon installation thus requires no switch panel.

- g. New self-aligning control shaft bearing which eliminates side play and improves service life.
- h. New dual defrosters will be optional in 1974.

### 1974 Traveler AA-5 Model Changes

- 1. New Interior
  - a. New front and rear seats for improved appearance. The front seats are higher and wider. The back seats combine the head rests and back into one removable unit.
  - b. New side panel die-electric patterns.
  - c. Standard vinyl/fabric interior.
  - d. Optional all vinyl interior.
  - e. Baggage compartment is extended six inches aft for more baggage space.
  - f. The upper portion of aft baggage features a hat shelf for more space.
  - g. Rear shoulder harness attachment has been moved aft six inches.
- 2. New Exterior
  - a. The exterior styling of the Traveler is to be a three-color scheme featuring a base color with two-color accent stripe.
  - b. The aft side window has been extended ten inches aft to portray a longer cabin and to increase visibility.
  - c. A re-styled dorsal fin.
  - d. A baggage door will be added to the left side of the fuselage to permit easy access to the baggage area.
  - e. Urethane paint will be standard.
- 3. New Systems
  - a. The instrument panel changes, including the control shaft bearing, are the same as the AA-1B.
  - b. An oil access door (similar to the AA-1B) will be offered as an option.

  
Robert L. Nelson  
Marketing Administrator

RLN:jh



**GRUMMAN AMERICAN AVIATION**  
CORPORATION

318 BISHOP ROAD, CLEVELAND, OHIO 44143  
(216) 449-2200 TELEEX NO. 980-245

September 10, 1973

MARKETING LETTER 74-2

To: Grumman American Dealers  
Regional Managers  
Marketing Staff

Subject: 1974 Design Improvements

The following details the design improvements made during 1973 that are now incorporated as standard equipment on the 1974 Grumman American Aircraft.


1974 Trainer (AA-1B) Design Improvements

1. Rear window - increased thickness.
2. Electric Clock - replaced mechanical spring type.
3. Larger pulleys on control systems to improve cable life.
4. Headliner material change.
5. Engine cooling improvements.
6. Exterior placards - Improve toughness.
7. Improved access to carburetor airbox filter screws.
8. New carburetor fitting to eliminate fuel seepage
9. Relocated identification plate from floorboard to aft fuselage.
10. Cabin vent box improvements to eliminate leakage.
11. Improved vacuum system with differential gage.
12. Added gasket between carburetor and airbox.
13. Nose gear strut extended one inch for additional prop clearance.
14. Flap switch boot seal.

1974 Traveler (AA-5) Design Improvements

1. Electric clock - replaced mechanical spring type.
2. Heater duct "Y" adapter - changed from fiberglass to aluminum.
3. Larger pulleys on control systems to improve cable life.
4. Canopy latch shaft - changed from aluminum to steel.
5. Added stiffener to engine baffle for additional oil cooler support.

6. Radio speaker - changed to higher power capability (S/N AA5-0380).
7. Headliner material changed.
8. Exterior placards - To improve toughness.
9. Increased strength of front seat adjustment arm.
10. New carburetor fitting to eliminate fuel seepage.
11. Relocated elevator cable turnbuckles to improve accessibility.
12. Improved sealing of canopy latch shaft and lock.
13. Added drain hole to console at mike jack.
14. Added "canopy close" placard to outside rear corner of canopy.
15. Increased doubler size under cabin step to increase life.
16. Cabin vent box improvements to eliminate leakage.
17. Reduced number of fasteners for outer wing panel access covers.
18. Improved vacuum system with differential gage.
19. Additional fasteners for AA-5 carburetor airbox to increase life.
20. Elevator trim tab hinge improvements.
21. Added gasket between carburetor and airbox.
22. Nose gear strut extended one inch for additional prop clearance.
23. Fuel tank access cover improvements - thicker covers, new sealant - eliminate cover waxing.
24. Flap switch boot seal.

  
Robert L. Nelson  
Marketing Administrator

RLN:jh



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**CORPORATION**

318 BISHOP ROAD, CLEVELAND, OHIO 44143  
(216) 449-2200 TELEX NO. 980-245

September 10, 1973

MARKETING LETTER 74-3

To: Grumman American Dealers  
Regional Managers  
Marketing Staff

Subject: 1974 AA-1B & AA-5 Color Selection

The following defines the 1974 color scheme to be offered on the AA-1B and AA-5:

1974 Traveler (AA-5) Color Selection

The AA-5 paint scheme will be a three color paint job based on an overall white (Urethane) aircraft.

<u>COLOR COMBINATION</u>	<u>TRIM</u>	<u>ACCENT</u>
5-1	Madrid Red	Black
5-2	Enterprise Orange	Chestnut Metallic
5-3	April Green	Avocado Green
5-4	Cortez Gold Metallic	Chestnut Metallic
5-5	Sunset Orange	Chestnut Metallic
5-6	Bright Blue Metallic	Regal Blue
5-7	Grabber Lime	Grabber Blue
5-8	Heritage Yellow	Black
5-9	Heritage Yellow	Bright Blue Metallic

1974 Trainer (AA-1B) Color Selection

The 1974 Trainer paint stripes will be the same as the 1973 TR-2 paint stripes without the rear window teardrop. The two color paint will be offered in the following combinations. The Trainer white is Urethane.

1-1	Enterprise Orange	White
1-2	Madrid Red	White
1-3	Heritage Yellow	White
1-4	Patriot Blue	White

1974 Trainer (AA-1B) Color Selection (cont.)

1-5	White	Enterprise Orange
1-6	White	Madrid Red
1-7	White	Heritage Yellow
1-8	White	Patriot Blue

1974 TR-2 Color Selection

<u>Color Combination</u>	<u>Overall Color</u>	<u>Trim</u>	<u>Accent</u>
T-1	Patriot Blue	White	Regal Blue
T-2	Heritage Yellow	White	Burnished Brown
T-3	Madrid Red	White	Maroon
T-4	White	Patriot Blue	White
T-5	White	Madrid Red	White

The 1974 TR-2 paint stripes will be the 1973 styling with the addition of stripes to the speed fairings.

  
 Robert L. Nelson  
 Marketing Administrator

RLN:jh

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GRUMMAN AMERICAN AVIATION CORPORATION  
SCHEDULE OF PRICES  
MODEL AA-1B GRUMMAN AMERICAN TRAINER AND TR-2

Included In *	AIRCRAFT AND ACCESSORIES	Dealer Price	Suggested List Price
	MODEL AA-1B GRUMMAN AMERICAN TRAINER (STANDARD)	\$ 7,660.00	\$ 9,575.00
	MODEL AA-1B GRUMMAN AMERICAN TRAINER (BASIC)	9,020.00	11,275.00
	MODEL AA-1B GRUMMAN AMERICAN TRAINER (ADVANCED)	9,880.00	12,350.00
	MODEL AA-1B GRUMMAN AMERICAN TR-2	10,600.00	13,250.00
	MODEL AA-1B GRUMMAN AMERICAN TR-2 w/ AT-50A TRANSPONDER	11,116.00	13,895.00
	AVIONICS ** (INSTALLED)		
B A	NARCO***Escort 110 (standard on Basic and Advanced)	840.00	1,120.00
T	Com 10A/Nav 10 (standard on TR-2)	1,350.00	1,800.00
	Com 10A/Nav 10 (exchange in Basic and Advanced)	510.00	680.00
	Com 11A/Nav 11	1,725.00	2,300.00
	Com 11A/Nav 11 (exchange in Basic and Advanced)	885.00	1,180.00
	Com 11A/Nav 11 (exchange in TR-2)	375.00	500.00
	AT-50A Transponder	551.00	735.00
	ADF-PDF 35	1,174.00	1,565.00
	ADF-31AB with Option 2	1,024.00	1,365.00
	Marker Beacon Transmitter	300.00	400.00
	CP-25 Audio Switch Panel	218.00	290.00
	Package No. 1--Com 10A/Nav 10, Com 11A/Nav 11, CP-25 (exchange in TR-2)	1,795.00	2,460.00
	Package No. 2--Com 11A/Nav 11, Com 11A/Nav 11, CP-25 (exchange in TR-2)	2,085.00	2,935.00
	Package No. 3--Com 11A/Nav 11, Com 11A/Nav 12/UGR-2A, CP25, MBT, PDF-35, ADF with Option 2 (exchange in TR-2)	3,830.00	5,630.00

\*Key: B - Basic Trainer                      A - Advanced Trainer                      T - TR-2

\*\*All single radio installations include Option 1; all dual radio installations include Option 1 and Option 3.

\*\*\*All Narco radios include M-700 microphone; all King radios include KA-14 microphone.

MODEL AA-1B GRUMMAN AMERICAN TRAINER AND TR-2

Included In *	AIRCRAFT AND ACCESSORIES	Dealer Price	Suggested List Price
	Package No. 4 -- Com 11A/Nav 11, Com 11A/Nav 14/UGR-2A/DGO-10, CP-25, MBT, PDF-35 ADF with Option 2 (exchange in TR-2)	\$ 4,240.00	\$ 6,525.00
	KING***KX-170B/KI-201C	1,778.00	2,370.00
	KX-170B/KI-201C (exchange in Basic and Advanced)	938.00	1,250.00
	KX-170B/KI-201C (exchange in TR-2)	428.00	570.00
	KX-175/KI-201C	1,935.00	2,580.00
	KX-175/KI-201C (exchange in Basic and Advanced)	1,095.00	1,460.00
	KX-175/KI-201C (exchange in TR-2)	585.00	780.00
	KT-78 Transponder	596.00	795.00
	KR-85/KI-225 ADF with Option 2	1,384.00	1,845.00
	KMA-20 Audio Control Panel with Marker Beacon Receiver	600.00	800.00
	Package No. 1--KX-170B/KI-201C, KMA-20 Audio Switch Panel with Marker Beacon Receiver (exchange in TR-2)	2,663.00	3,550.00
	Package No. 2--KX-170B/201C, KX-170B KI-214C, KMA-20 Audio Switch Panel with Marker Beacon Receiver, KR-85/KI-225 ADF with Option 2 (exchange in TR-2)	4,211.00	5,615.00
MISCELLANEOUS ELECTRONICS			
B A T	Option 1	169.00	225.00
	Option 2	206.00	275.00
	Option 3	169.00	225.00
	Emergency Locator Transmitter	154.00	205.00
INSTRUMENTS			
B A T	Altimeter, Sensitive, Feet & Inches of Mercury	86.00	115.00
	Altimeter, Sensitive, Feet & Millibars	86.00	115.00
	Altimeter, Sensitive, Feet & Millibars (exchange in Basic, Advanced and TR-2)	N/C	N/C
B A T	Clock, Electric	34.00	45.00
A T	Gyro System	788.00	1,050.00
	Hour Recorder	41.00	55.00
A T	Outside Air Temperature	18.00	24.00
	True Airspeed Indicator	26.25	35.00
	Turn and Bank Indicator	221.00	295.00
	Turn and Bank Indicator (exchange in Basic, Advanced & TR-2)	18.00	25.00
B A T	Turn Coordinator Indicator	203.00	270.00
B A T	Vertical Speed Indicator	90.00	120.00

MODEL AA-1B GRUMMAN AMERICAN TRAINER AND TR-2

Included In *	AIRCRAFT AND ACCESSORIES	Dealer Price	Suggested List Price
GENERAL ACCESSORIES			
	Auxiliary Power Receptacle	\$ 53.00	\$ 70.00
A T	Beacon, Omniflash	101.00	135.00
	Canopy Cover	38.00	50.00
	Canopy Sun Curtain	38.00	50.00
	Child's Seat	90.00	120.00
B A T	Cigarette Lighter	8.00	10.00
T	Colored Exterior Base Paint (exchange)	50.00	67.00
	Corrosion Proofing, Internal	431.00	575.00
T	Cruise Propeller (exchange)	N/C	N/C
B A T	Dual Controls (exchange)	112.00	130.00
	Dual Defrosters	TBA	TBA
	Fire Extinguisher	30.00	40.00
A T	Interior, Deluxé (exchange)	113.00	150.00
A T	Landing Light	34.00	45.00
A T	Pitot Heat System	49.00	65.00
	Strobe Lights	244.00	325.00
B A T	Tinted Windows (exchange)	24.00	32.00
A T	Tow Bar	17.00	22.00
T	Wheel Fairings, Large	244.00	325.00
	White-wall Tires	26.00	35.00
	Winterization Kit	34.00	45.00

1974  
 GRUMMAN AMERICAN AVIATION CORPORATION  
 SCHEDULE OF PRICES  
 MODEL AA-5 GRUMMAN AMERICAN TRAVELER

Included In *	AIRCRAFT AND ACCESSORIES	Dealer Price	Suggested List Price
	MODEL AA-5	\$11,560.00	\$14,450.00
	MODEL TRAVELER	13,960.00	17,450.00
	MODEL TRAVELER with AT-50A TRANSPONDER	14,476.00	18,095.00
	AVIONICS * (Installed)		
T	NARCO ** Com 10A/Nav 10 (standard on Traveler)	1,350.00	1,800.00
	Com 11A/Nav 11	1,725.00	2,300.00
	Com 11A/Nav 11 (exchange in Traveler)	375.00	500.00
	AT-50A Transponder	551.00	735.00
	ADF-PDF 35	1,174.00	1,565.00
	ADF-31AB with Option 2	1,024.00	1,365.00
	Marker Beacon Transmitter	300.00	400.00
	CP-25 Audio Switch Panel	218.00	290.00
	Package No. 1--Com 10A/Nav 10, Com 11A/Nav 11, CP-25 (exchange in Traveler)	1,795.00	2,460.00
	Package No. 2--Com 11A/Nav 11, Com 11A/Nav 11, CP-25 (exchange in Traveler)	2,085.00	2,935.00
	Package No. 3--Com 11A/Nav 11, Com 11A/Nav 12/UGR-2A, CP-25 MBT, PDF-35 ADF with Option 2 (exchange in Traveler)	3,830.00	5,630.00
	Package No. 4--Com 11A/Nav 11, Com 11A/Nav 14/UGR-2A/DGO-10, CP-25, MBT, PDF-35 ADF with Option 2 (exchange in Traveler)	4,240.00	6,525.00
	KING ** KX-170B/KI-201C	1,778.00	2,370.00
	KX-170B/KI-201C (exchange in Traveler)	428.00	570.00
	KX-175/KI-201C	1,935.00	2,580.00
	KX-175/KI-201C (exchange in Traveler)	585.00	780.00
	KT-78 Transponder	596.00	795.00
	KR-85/KI-225 ADF with Option 2	1,384.00	1,845.00
	KMA-20 Audio Control Panel with Marker Beacon Receiver	600.00	800.00

\* All single radio installations include Option 1; all dual radio installations include Option 1 and Option 3.

\*\* All Narco radios include M-700 microphone; all King radios include KA-14 microphone.

MODEL AA-5 GRUMMAN AMERICAN TRAVELER

Included In Traveler (T)	AIRCRAFT AND ACCESSORIES	Dealer Price	Suggested List Price
	Package No. 1--KX-170B/KI-201C, KX-170B/KI-201C, KMA-20 Audio Switch Panel with Marker Beacon Receiver (exchange in Traveler)	\$ 2,663.00	\$ 3,550.00
	Package No. 2--KX-170B/KI-201C, KX-170B/KI-212C, KMA-20 Audio Switch Panel with Marker Beacon Receiver, KR-85/KI-225 ADF with Option 2 (exchange in Traveler)	4,211.00	5,615.00
MISCELLANEOUS ELECTRONICS			
T	Option 1	169.00	225.00
	Option 2	206.00	275.00
	Option 3	169.00	225.00
T	Emergency Locator Transmitter	154.00	205.00
INSTRUMENTS			
T	Altimeter, Sensitive, Feet & Inches of Mercury	86.00	115.00
	Altimeter, Sensitive, Feet & Millibars	86.00	115.00
	Altimeter, Sensitive, Feet & Millibars (exchange in Traveler)	N/C	N/C
T	Clock, Electric	34.00	45.00
T	Gyro System	788.00	1,050.00
	Hour Recorder	41.00	55.00
T	Outside Air Temperature Gauge	18.00	24.00
	True Airspeed Indicator	26.25	35.00
	Turn and Bank Indicator	221.00	295.00
	Turn and Bank Indicator (exchange in Traveler)	18.00	25.00
T	Turn Coordinator Indicator	203.00	270.00
T	Vertical Speed Indicator	90.00	120.00
GENERAL ACCESSORIES			
	Auxiliary Power Receptacle	53.00	70.00
T	Beacon, Omnilash	101.00	135.00
	Colored Exterior Base Paint (exchange)	90.00	120.00
	Corrosion Proofing, Internal	431.00	575.00
T	Dual Controls (exchange)	112.00	130.00
	Fire Extinguisher	30.00	40.00
	Headrests, Front (two)	38.00	50.00
T	Interior, All Vinyl (exchange)	30.00	40.00
T	Landing Light	34.00	45.00
	Oil Access Door	12.00	15.00

MODEL AA-5 GRUMMAN AMERICAN TRAVELER

Included In Traveler (T)	AIRCRAFT AND ACCESSORIES	Dealer Price	Suggested List Price
	Pitot Heat System	\$ 49.00	\$ 65.00
T	Steps, Cabin RH and/or LH (each)	34.00	45.00
	Strobe Lights (wing tip)	244.00	325.00
T	Tinted Windows (exchange)	24.00	32.00
T	Tow Bar	17.00	22.00
	Valve, Oil Quick Drain	11.00	15.00
T	Ventilation System, Rear Seat	68.00	90.00
T	Wheel Fairings	244.00	325.00
	White-wall Tires (exchange)	26.00	35.00
	Winterization Kit	34.00	45.00
	Wing Leveler		
	Edo-Aire Mitchell Century I without Tracker (when ordered with turn coordinator)	488.00	650.00
	Edo-Aire Mitchell Century I with Tracker (when ordered with turn coordinator)	563.00	750.00



**DON FLOWER ASSOCIATES, INC.**



TOLL FREE PHONE  
1-800-835-2677

EXCEPT KANSAS CALL COLLECT  
316-943-9333  
CABLE-AIRSURE  
TELEX-417407

**WORLD-WIDE INSURANCE  
WICHITA, KANSAS**

INTERNATIONAL FLYING FARMER'S BLDG., MUNICIPAL AIRPORT • P.O. BOX 1482 • WICHITA, KANSAS 67201

August 1, 1973

TO: GRUMMAN AMERICAN AVIATION DEALERS

RE: GROUP INSURANCE PROGRAM

Gentlemen:

When we started this program in 1969, we promised we would strive to lower the rates as experience figures would allow. In August of this year we advised you of a reduction in premium and it is our privilege to again announce even greater savings.

Here are the details of the new HULL and LIABILITY Package:

HULL INSURANCE (Valued Form)

All Risks Ground & Flight - Deductibles: Ground Losses . . . . . \$ 50.00  
Flight & Taxi Losses . . . \$500.00

(Breach of Warranty included, if required)

- PREMIUM: A. Pleasure & Business Use (Not more than two owner pilots)  
Rate: 3% of Insured Value - or lower, depending on quality of pilots. We can do best by individually rating the good pilots.
- B. Student Instruction, Rental, and Clubs (excluding Charter)  
Rate: 5% of Insured Value (Value \$10,000 and over)  
6% of Insured Value (Value \$7,000 to \$9,999)

LIABILITY INSURANCE

\$100,000 Each Person/\$300,000 Each Occurrence . . Bodily Injury  
\$100,000 Each Occurrence . . . . . Property Damage  
\$ 50,000 Each Person . . . . . Passenger

- PREMIUM: A. Pleasure & Business Use (Not more than two owner pilots)  
Annual: 2-Place \$100.00 / 4-Place \$150.00
- B. Student Instruction, Rental, and Clubs (Excluding Charter)  
Annual: 2-Place \$150.00 / 4-Place \$225.00

Special Fleet rates are available on request.

When you are ready for insurance, either for yourself or a new Grumman American buyer, call our toll free number, 800-835-2677. We can give immediate quotations and bind coverage by phone, subject to normal qualifications.

Yours sincerely,

Don Flower

DF/srt

DON C. FLOWER / ALVIN C. BURTON / W. ROBERT HILLS, JR. / RICHARD D. MCKENZIE  
ALVA G. JENKINS / CHARLES L. JONES / POLLY H. BRONSTON / BILL DANDO / ROBERT L. MALONEY

# GRUMMAN AMERICAN AVIATION CORPORATION

318 BISHOP ROAD, CLEVELAND, OHIO 44143  
(216) 449-2200 TELEX NO. 980-245

PARTS AND SERVICE NEWSLETTER NO. 1-73  
SUPERSEDES PARTS AND SERVICE NEWSLETTER NO. 3-72

DATE: SEPTEMBER 1, 1973

TO: GRUMMAN AMERICAN AVIATION CORPORATION DEALERS

SUBJECT: VENDOR WARRANTIES (REF: MARKETING PROCEDURES MANUAL - SECTION D-21)

## I. VENDOR ITEMS WITH LESS THAN 6 MONTHS AND/OR HOURS LIMITED WARRANTY

<u>VENDOR</u>	<u>ITEMS</u>	<u>WARRANTY</u>
Cleveland Aircraft Products	Wheel & Brakes	6 mos./100 hrs. (disc & lining excluded)
Ford	Alternator & Regulator (AA-5)	6 mos./300 hrs.
Gill	Battery	90 days (GAAC pro-rates to 6 months)
Lycoming	Engine & Accessories (AA-5 Alternator Excluded)	1 yr./150 hrs.
Stewart Warner	Engine Gauges & Tachometer	6 mos./180 hrs.

## II. VENDOR ITEMS WITH MORE THAN 6 MONTHS WARRANTY

<u>VENDOR</u>	<u>ITEMS</u>	<u>WARRANTY</u>
Aeroflash	Beacon, Flasher & Strobe	1 yr./750 hrs.
AIM	Turn Coordinator	1 yr./- hrs.
Airborne	Vacuum Pump (211CC)	1 yr./1000 hrs.
Edo-Aire	Airspeed & Horizon & Directional Gyros	1 yr./- hrs.
Edo-Air Mitchell	Wing Leveler	1 yr./- hrs.
Elano	Exhaust System	7 mos./200 hrs.
Safe Flight	Stall Switch & Horn	1 yr./1000 hrs.
United	Altimeter & Vertical Speed	1 yr./- hrs.

III. CONTACTS FOR ITEMS LISTED UNDER II

<u>VENDOR</u>	<u>CONTACTS</u>
Aeroflash - - - - -	L. W. Fabry, Sales Manager Aeroflash Signal Corporation 3900 W. Palmer Street Chicago, Illinois 60647
AIM - - - - -	B. R. Harvester, Sales Manager Aviation Instrument Manufacturing Corp. 9033 Monroe Road P.O. Box 12248 Houston, Texas 77017
Airborne - - - - -	Art Livergood, Distributor Sales Manager Airborne Manufacturing Company 711 Taylor Street Elyria, Ohio 44035
Edo-Aire - - - - -	Don Carpenter, Marketing Manager Edo-Aire, Wichita Division 1326 South Walnut Street Wichita, Kansas 67213
Edo-Aire Mitchell - - -	Carl J. Swift, Director Products & Service Edo-Aire Mitchell P.O. Box 610 Mineral Wells, Texas 76067
Elano - - - - -	John H. Warlick, Manager Commercial Products Elano Corporation 2455 Dayton-Xenia Road Xenia, Ohio 45385
Safe Flight - - - - -	Richard E. Wolicki, Manager-Sales/Service Safe Flight Instrument Corporation P.O. Box 550 White Plains, New York 10602
United - - - - -	Larry Martin, Sales Manager United Instruments 2415 South Glendale Wichita, Kansas 67210

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