

November 30, 1956

TO: Mr. H. R. Costley (3)

FROM: A. G. Koepfgen

CC: R. Abernethy  
 E. W. Bernitt  
 W. S. Berry  
 V. E. Boyd  
 J. L. Brown, Jr.  
 R. Chapin, Jr.  
 Leo Fenn - Toronto  
 J. Flesher - Tor.  
 J. Gogola - Ken.  
 R. C. Hurd, Jr.  
 J. A. Henry - Tor.  
 J. E. Johnson

J. A. Lee  
 M. F. Moore  
 R. J. Orr - Toronto  
 H. G. Paxton  
 J. W. Raisbeck  
 G. Romney  
 F. K. Seidel - Milw.  
 L. H. Shippee  
 W. L. Thoreson  
 H. S. Turner  
 W. E. Wadds - Toronto  
 J. W. Watson  
 W. M. Wey

SUBJECT: Schedule No. 8 - Series III Metropolitans

Attached are three copies of subject building schedule. This schedule reflects a further increase starting in January on Domestic sales requirements of five per day over Schedule No. 7 and through April as per the writer's cable to you November 13, 1956 and your cabled answer November 16, 1956.

In our Forecast meeting yesterday, Mr. Romney authorized an extension of the schedule for another 5000 units which this schedule also reflects.

The Detroit Export Department have reviewed their requirements and have consequently revised them as reflected on this schedule. It is understood that these revised requirements now reflect their latest thinking regarding world-wide distribution of Metropolitans in the Export market as well as the "GI" requirements. You will note that they do not estimate exceeding their cumulative schedule requirements on Schedule No. 7 until March, 1957.

Customer options will remain as authorized previously and we are listing these options for the sake of the record as follows:

PAINT until new colors are available	Nash and Hudson		Export Excl. of "GI"
	Domestic	Foreign	
P905-P909 Caribbean Green and White	33 1/3%	33 1/3%	33 1/3%
P911-P909 Coral Red and White	33 1/3%	33 1/3%	33 1/3%
P910-P909 Sunburst Yellow and White	33 1/3%	33 1/3%	33 1/3%
<i>*p66</i>			
PAINT after new colors are available	Nash and Hudson		Export Excl. of "GI"
	Domestic	Foreign	
P913-P914 Mardi Gras Red-Frost White	33 1/3%	33 1/3%	33 1/3%
P910-P914 Sunburst Yellow-Frost White	33 1/3%	33 1/3%	33 1/3%
P912-P914 Bark. Green Med.-Frost White	33 1/3%	33 1/3%	33 1/3%

*1 p97* ←

H. R. Costley

Schedule No. 8 - Series III Metropolitans

<u>TIRES</u>	<u>Nash and Hudson Domestic</u>	<u>N-H Canada</u>	<u>Export Excl. of "GI"</u>
White Side Wall	100 %	15 %	50 % <sup>a</sup>
Black Side Wall	-	85 %	50 %
<u>RADIO</u>	100 %	100 %	100 %
<u>WEATHER EYE</u>	100 %	100 %	100 %

<sup>a</sup>Go to 75% White walls when excess Black Tires liquidated.

It is noted in some of your previous correspondence that you have disagreed on two customer options for "GI" sales, therefore, we would appreciate you advising us of results to date as we are leaving the "GI" customer option percentages up to you.

At this time, we are extending authorization for commitment on customer options through March, 1957 except for paint because of the expected introduction of the new colors shortly. Mr. Streeter advises that it is likely to be late in December before he is able to complete his tests on the paint samples which were furnished. The Sales Department have now decided that they do not wish to consider the black and white color combination which was mentioned in a letter to you by Mr. Berry.

Mr. J. E. Johnson has sent you revised Domestic shipping schedule No. 13 reflecting Schedule No. 8 through January and early next week he expects to have the February shipping schedule for both Domestic and Canada.

We have had to estimate the number of working days for each month on the months beyond May, 1957 and we would appreciate you reviewing these months with Austin and advising us of any revisions. We have assumed Austin will take their annual vacation the last week of July and the first week of August. When advising us of the correct number of working days of each month, will you please indicate the number and dates of any holidays which will not be worked.

If there are any questions, please advise.

*A. G. Koepfgen*  
A. G. Koepfgen

AGK:ms

Attachment

APPROVED Unknown (signed) DATE 11/30/56

APPROVED R. Abernethy (signed) DATE 12 / 3 /56

SCHEDULE NO. 8 DATE 11 /30 /56

REVISION NO. \_\_\_\_\_ DATE \_\_\_\_\_

**MONTHLY BUILDING SCHEDULE**

PRODUCT

SERIES III 1500 c.c. ENGINE

METROPOLITAN SERIES CARS - AUSTIN MTRS. CO., LTD. ENGLAND

APPROVED R.J. Orr (printed) DATE per letter of 11-29

APPROVED E.W. Bernitt (signed) DATE 12 /3/ 56

DESCRIPTION	BUILT <input type="checkbox"/> ACT <input checked="" type="checkbox"/> EST THRU November	FIRM BUILDING SCHEDULE (FABRICATED MATERIAL RELEASE)															TENTATIVE SCHEDULE (RAW MATERIAL RELEASED)			GRAND TOTAL
		MONTH Dec. DAYS 18			MONTH Jan. DAYS 22			MONTH Feb. DAYS 20			MONTH March DAYS 21			MONTH April DAYS 20			DAILY	MONTH	CUM'L TOTAL	
		DAILY	MONTH	CUM'L TOTAL	DAILY	MONTH	CUM'L TOTAL	DAILY	MONTH	CUM'L TOTAL	DAILY	MONTH	CUM'L TOTAL	DAILY	MONTH	CUM'L TOTAL				
<b>DOMESTIC:</b>																				
Hard-Top	6061		595	6656		863	7519		814	8333		858	9191		814	10005				
Soft-Top	717		78	795		82	877		130	1007		133	1140		130	1270				
Total U.S.	6778	37.4	673	7451	43.0	945	8396	47.2	944	9340	47.2	991	10331	47.2	944	11275				
Over/(Under) Sched. No.7	0		0	0		110	110		100	210			315		100	415				
<b>FOREIGN:</b>																				
EXPORT Hard-Top	408		35	443		60	503		70	573		105	678		106	784				
Soft-Top	190		5	195		25	220		25	245		55	300		54	354				
Total Export	598		40	638		85	723		95	818		160	978		160	1138				
Over/(Under) Sched. No.7	(108)		(10)	(118)		54	(64)		34	(30)		96	66		99	165				
CANADA NASH Hard-Top	537		28	565		25	590		149	739		130	869		141	1010				
Soft-Top	15		0	15		15	30		6	36		33	69		14	83				
Total Nash-Canada	552		28	580		40	620		155	775		163	938		155	1093				
Over/(Under) Sched. No.7	0		0	0		0	0		0	0		0	0		0	0				
CANADA HUDSON Hard Top	238		5	243		15	258		90	348		65	413		45	458				
Soft Top	10		0	10		3	13		10	23		10	33		5	38				
Total Hudson Canada	248		5	253		18	271		100	371		75	446		50	496				
Over/(Under) Sched. No.7	0		0	0		0	0		0	0		(30)	(30)		(50)	(80)				
TOTAL FOREIGN	1398	4.0	73	1471	6.5	143	1614	17.5	350	1964	19.0	398	2362	18.2	365	2727				
Over/(Under) Sched. No.7	(108)		(10)	(118)		54	(64)		34	(30)		66	36		49	85				
<b>GRAND TOTALS</b>																				
Hard-Top	7244		663	7907		963	8870		1123	9993		1158	11151		1106	12257				
Soft-Top	932		83	1015		125	1140		171	1311		231	1542		203	1745				
Total	8176	41.4	746	8922	49.5	1088	10010	64.7	1294	11304	66.2	1389	12693	65.4	1309	14002				
Over/(Under) Sched. No.7	(108)		(10)	(118)		164	46		134	180		171	351		149	500				

APPROVED Unknown (signed) DATE 11/30/56  
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SCHEDULE NO. 8 DATE 11 /30 /56  
 REVISION NO. \_\_\_\_\_ DATE \_\_\_\_\_

**MONTHLY BUILDING SCHEDULE**  
 PRODUCT  
 SERIES III 1500 c.c. ENGINE  
 METROPOLITAN SERIES CARS - AUSTIN MTRS. CO., LTD. ENGLAND

DESCRIPTION	BUILT <input type="checkbox"/> ACT <input type="checkbox"/> EST THRU	FIRM BUILDING SCHEDULE (FABRICATED MATERIAL RELEASE)															TENTATIVE SCHEDULE (RAW MATERIAL RELEASED)			GRAND TOTAL
		MONTH May DAYS 21			MONTH June DAYS 20			MONTH July DAYS 16			MONTH Aug. DAYS 15			MONTH Sept. DAYS 21			MONTH Oct. DAYS 19			
		DAILY	MONTH	CUM'L TOTAL	DAILY	MONTH	CUM'L TOTAL	DAILY	MONTH	CUM'L TOTAL	DAILY	MONTH	CUM'L TOTAL	DAILY	MONTH	CUM'L TOTAL	DAILY	MONTH	CUM'L TOTAL	
<b>DOMESTIC:</b>																				
Hard-Top			866	10871		819	11690		637	12327		500	12827		740	13567		648	14215	
Soft-Top			125	1395		125	1520		115	1635		100	1735		100	1835		88	1923	
Total U.S.		47.2	991	12266	47.2	944	13210	47.	752	13962	40	600	14562	40	840	15402	40.0	736	16138	
Over/(Under) Sched. No.7			105	520		705	1225		752	1977		600	2577		840	3417		736	4153	
<b>FOREIGN:</b>																				
EXPORT Hard-Top			100	884		85	969		65	1034		60	1094		60	1154		53	1207	
Soft-Top			45	399		35	434		30	464		25	489		23	512		20	532	
Total Export			145	1283		120	1403		95	1498		85	1583		83	1666		73	1739	
Over/(Under) Sched. No.7			81	246		107	353		95	448		85	533		83	616		73	689	
CANADA NASH Hard-Top			82	1092		50	1142		40	1182		40	1222		70	1292		61	1353	
Soft-Top			10	93		0	93		0	93		0	93		0	93		0	93	
Total Nash-Canada			92	1185		50	1235		40	1275		40	1315		70	1385		61	1446	
Over/(Under) Sched. No.7			(72)	(72)		36	(36)		40	4		40	44		70	114		61	175	
CANADA HUDSON Hard Top			48	506		25	531		20	551		20	571		35	606		31	637	
Soft Top			2	40		0	40		0	40		0	40		0	40		0	40	
Total Hudson Canada			50	546		25	571		20	591		20	611		35	646		31	677	
Over/(Under) Sched. No.7			(54)	(134)		11	(123)		20	(103)		20	(83)		35	(48)		31	(17)	
TOTAL FOREIGN		13.7	287	3014	9.8	195	3209	9.7	155	3364	9.7	145	3509	9.0	188	3697	9.0	165	3862	
Over/(Under) Sched. No.7			(45)	40		154	194		155	349		145	494		188	682		165	847	
<b>GRAND TOTALS</b>																				
Hard-Top			1096	13353		979	14332		762	15094		620	15714		905	16619		793	17412	
Soft-Top			182	1927		160	2087		145	2232		125	2357		123	2480		108	2588	
Total		60.9	1278	15280	57.0	1139	16419	56.7	907	17326	49.7	745	18071	49.0	1028	19099	49.0	901	20000	
Over/(Under) Sched. No.7			60	560		859	1419		907	2326		745	3071		1028	4099		901	5000	