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Jaguar Rover Triumph Inc.

Southern Zone • 8691 Western Way, Jacksonville, Florida 32216 Telephone (904) 731-4800

July 2, 1980

TO:

Selected Southern Zone Triumph Dealers

SUBJECT:

PORT OF NEW ORLEANS VEHICLE SHIPMENTS

Gentlemen:

In order to fill the substantial increase in dealer demand for TR7's as reflected in the July allocation, the Southern Zone will be shipping a number of vehicles to your dealership from our New Orleans location.

Since we do not have a complete vehicle preparation center at this location, cars will be shipped to you with minor marine damages and certain warranty repairs for your correction. In short, we will only decosmoline, wash, and remove production stickers and covers prior to shipping vehicles to you. You have already been contacted by your District Sales Manager and have agreed to accept cars delivered in this manner.

In order to properly compensate you for the above described vehicle handling, we will reimburse you based upon special damage surveys completed on each vehicle prior to shipment to your dealership. A copy of the survey indicating damages and time allowances will be placed in the vehicle so that you will be readily able to assess any transit damage that may have occurred during transport on carrier trucks. Further details regarding this procedure have been issued by John Traymam, Zone Service Manager, and are enclosed for your information.

Please understand that we do not prefer handling vehicles in this manner but we believe this to be the best approach to meeting the sudden, though expected, surge in demand for TR7's as a result of the current rebate/incentive program.

Sincerely,

J. W. Heim

Zone Sales Manager

W. Heni

JNH: ck

Enclosure









Jaguar Rover Triumph Inc.

Southern Zone • 8691 Western Way, Jacksonville, Florida 32216 Telephone (904) 731-4800

July 2, 1980

TO:

SELECTED SOUTHERN ZONE TRIUMPH DEALERS

SUBJECT:

PORT OF NEW ORLEANS VEHICLE SHIPMENTS

Gentlemen:

Further to Joe Heim's letter of July 2, 1980, attached is a copy of the vehicle rectification report which will accompany each car shipped from the Port of New Orleans.

The rectification report will indicate any repairs required based on a survey which will be performed just prior to the vehicle being shipped. This will include both marine damage and warranty repairs related to vehicle appearance.

At the bottom of the report the total hours required for marine damage repairs will be listed and your account will be automatically credited for that amount of work at your current warranty labor rate.

Also listed is the authorized time for any warranty paintwork repairs. A copy of the vehicle rectification report will serve as authorization for that warranty work to be performed and must accompany the completed warranty claim and a completed product report. The authorization area of the product report will be completed at the Zone Office based on the vehicle rectification report.

If parts are missing from the vehicle, they will be listed at the bottom of the report. You should proceed to order the missing parts. You will automatically be reimbursed at dealer cost at the same time you are reimbursed for the marine damage rectification.

This vehicle rectification report received with the vehicle should also be used for comparison when receiving vehicles at your dealership to determine if additional damage has occurred during transportation.

Transportation damage should be noted with the carrier and claimed in the usual manner.

Yours sincerely.

John A. Traynham, Jy

Southern Zone Service Manager

JATjr/tok Enclosure

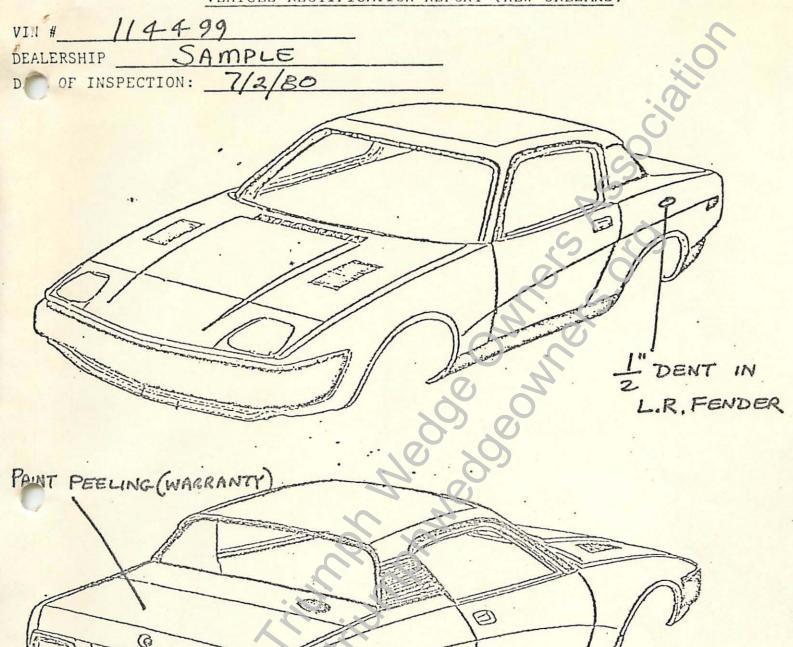
cc: Dealership Service Manager











YOUR DEALERSHIP WILL BE CREDITED AT YOUR CURRENT WARRANTY RATE FOR HOURS LABOR TO COMPLETE THE ABOVE MARINE DAMAGE REPAIRS. YOU SHOULD CLAIM HOURS TO COMPLETE WARRANTY PAINTWORK REPAIRS. YOUR DEALERSHIP SHOULD ORDER THE FOLLOWING MISSING PARTS WHICH WILL BE CREDITED AT DEALER COST:

NONE

FOR ANY WARRANTY REPAIRS, A COPY OF THIS REPORT MUST ACCOMPANY THE WARRANTY CLAIM AND COMPLETED PRODUCT REPORT.