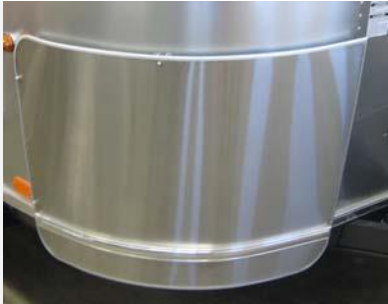


AIRSTREAM™ Parts

Dept. Newsletter

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Stainless Steel Wrap Protectors

For Classic Trailers

- 685274** (1st half of 1982 & prior) Complete Set
 - 685274-01** RS Protector
 - 685274-02** CS Protector
- 685276** (2nd half of 1982 to 1993) Complete Set
 - 685276-01** RS Protector
 - 685276-02** CS Protector
- 685276-100** (1994 to mid year 2005) Complete Set
 - 685276-101** RS Protector
 - 685276-102** CS Protector
- 966273-100** (mid year 2005-Present) Complete Set
 - 966273** RS Protector
 - 966272** CS Protector

For Safari, Bambi, Flying Cloud & International Trailers

- 109325-02** (all Safari's, Bambi's & Internationals until mid year 2005; 16' & 19' units still presently use these shorter protectors) Complete Set
 - 685366-100** RS Protector
 - 685365-100** CS Protector
- 109325-100** (mid year 2005-Present on 20', 25', 28', & 30' units) Complete Set
 - 966277** RS Protector
 - 966276** CS Protector

Stock Orders

Airstream offers prepaid freight on orders over \$2,000. Bulk/stock orders offers a savings for your dealership & provides us the opportunity to consolidate parts for shipping. This type of order should be used to replenish your stock & not for rush part orders. Bulk/stock orders are shipped once the majority of the items are in house & have been collected for shipment...usually within 7 to 8 business days. If you need rush or expedited shipping, please note this when ordering & do not include in a bulk/stock order.

Top 10 Parts Dealers

The following list shows the top 10 buying dealers from Jan. 1 through March 31.

- 1.) Bay Area Airstream
- 2.) Airstream Adventures Northwest--Oregon
- 3.) Airstream Los Angeles
- 4.) Colonial Airstream
- 5.) Out of Doors Mart
- 6.) Airstream Orange County
- 7.) Airstream Adventures Northwest--Washington
- 8.) Camper Clinic
- 9.) Woodland Travel Center
- 10.) Can Am Trailers

Parts Returns

If you do a Parts Return Authorization as a "Draft" make sure to click on the "Submit" button in the lower left hand corner. If you do not click on "Submit", it doesn't show up in our file for approval. Also, any part that is returned must have prior approval & must be returned within 30 days of the approval.

Same Day Shipping Cutoff Time

If you have an order that has to ship via Next Day, 2nd Day or 3 Day, the order has to be placed by 2:00 PM Eastern Standard Time. Any order placed after 2:00 will be shipped on the following business day. Any order that has to be shipped the same day, by freight truck, has to be placed by 12:00 PM Eastern Standard Time.

New Coffee Mugs



- 44482W-54 Mug with White Logo
- 44482W-55 Mug with Royal Blue Logo

Dealer cost is \$8.99 each & suggested retail is \$10.99 each.

You can check out all of our current retail store items by visiting our website www.airstream.com.

Special for April & May



Order 12 or more quarts of Walberize, #28433W and you will be charged \$9.00 each. The normal price is \$10.70 per quart. This is a savings of \$1.70 per bottle. This special price will only be granted on orders placed between April 5 & May 31.

Trivia Contest Winner

The trivia contest from last issue had 3 entries with all 3 having the correct answer. The question was "What is the part number for a patio awning for a 2015 25FB Flying Cloud?" The correct answer is 702993-06. The winner is Ben Goslen from Out of Doors Mart. Congratulations Ben, your Airstream t-shirt is on its way to you. Check out the last page of this newsletter for the current trivia question. Good luck to everyone who enters!

Small Parts

Please make sure to check all packages for any small parts that may be hiding in the packing material. Our shipping dept. tries to ship as many parts, as possible, in one box to save on your freight charges. Many times smaller parts may get lost in the packing material or under the flaps on the bottom of the box. This also can happen with the hardware & instructions for the segment protectors & rockguards. Please make sure to check that you have everything, which is shown on the picking sheet, before throwing away the packing material.

Dealer Network

Check out the dealer network for installation instructions & videos, previous newsletters & helpful cheat sheets.

Your Input

Please let me know what additional information you would enjoy seeing in this newsletter. Also, what kind of training would you like to see offered.

Contact Information

Kim Britt—Parts Manager 937-596-6111 ext. 7429
kbritt@airstream.com

Karen Vetter—Parts Sales Coordinator 937-596-6111 ext. 7428
kvetter@airstream.com

Sarah Wallace—Parts Order Clerk 937-596-6111 ext. 7436
swallace@airstream.com

Glass Assemblies to Consider Stocking

We receive many orders every week to have glass assemblies sent via air freight. This can be very costly for you & your customer. Listed below are six of the most common glass assemblies that we ship.

- 195510-19 30" Tall Opening Glass Assembly
- 371323-100 18" Opening Glass Assembly
- 371324-100 30" Opening Glass Assembly
- 371328-100 Front Glass Assembly (Narrow Body Trailer)
- 371346-101 Front Glass Assembly (Wide Body Trailer)
- 371348-101 Rear Glass Assembly (Wide Body Trailer)

Save money on freight by ordering a few of these for your stock.

Shipping Parts in New Units

Parts can be shipped inside of a new trailer that is being delivered to your dealership. There are many dealers who take advantage of this service. There is no freight charge for doing this, but if your order is under \$100 there will still be a \$10 handling fee added to the invoice.

If you have a part that you need in a specific amount of time, you should consider having it shipped by one of our carriers. The Airstream sales dept. has control over when the units will be shipped.

Users on the Online Ordering System

When you have a new employee make sure to add them to the online ordering system with a new user name & password. Any employee who is no longer at your dealership should be removed from the system. If you need help adding, or removing, someone please give me a call & I can help you with this.

TRIVIA:

Question:

What is the part # for the Electric Waste Valve that is used on the 2016 Interstate?

E-mail your answer to kbritt@airstream.com. All correct answers will be placed in a drawing for an Airstream t-shirt. Good Luck.

Name _____

Dealership _____

T-Shirt Size _____

Phone Number _____

E-mail Address _____

The winner along with the correct answer will be in the following newsletter.