

STEARMAN
TRIPLECHECKS
BERRYLOID
Adopts
these finishes
100%

THE STEARMAN AIRCRAFT COMPANY

CODES:
BENTLEY'S
WESTERN UNION

DIVISION OF UNITED AIRCRAFT AND TRANSPORT CORPORATION

CABLE ADDRESS
"STEARMAN"



WICHITA, KANSAS

February 23, 1931

Mr. Thomas B. Colby,
Manager, Aviation Division,
Berry Brothers, Incorporated,
Detroit, Michigan.

Dear Mr. Colby:

After extensive investigation and research in our engineering laboratories, I am informed of the acceptability of Berry Brothers products and we are standardizing on these to the exclusion of all others. This decision was reached after careful consideration by Mr. Stearman, whose reactions were considered from a standpoint of design, Mr. Short who approached the problem from a standpoint of engineering and myself who considered the selection of your products from a standpoint of sales. All agree that we have selected a product comparable with the high quality we are striving to maintain in all aircraft of our manufacture.

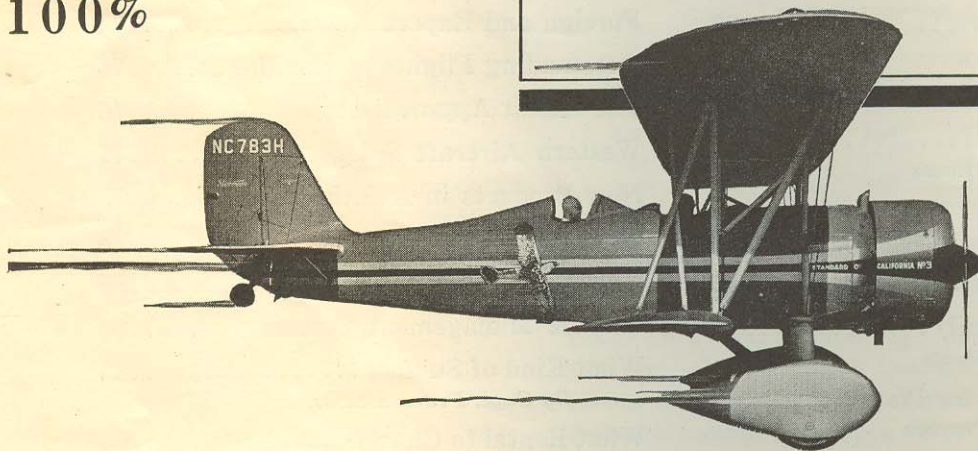
Particularly were we impressed with the satisfactory program you maintain for servicing Berry Brothers products - a program we are striving to perfect the country over.

Yours very truly,

THE STEARMAN AIRCRAFT COMPANY

J. E. Schaefer
Vice President in Charge of Sales

JESchaefer:LPW



AFTER extensive research and investigation the Stearman Aircraft Company has standardized on Berryloid Aircraft Finishes. Judged from the standpoint of Stearman design, engineering and sales, Berryloid was considered outstanding. One prominent aircraft builder after another uses

Berry finishes exclusively. Let our aviation division show you why Berryloid is first choice of the industry. Write for complete information.

BERRY BROTHERS^{INC.}
Varnishes Enamels Lacquers
Detroit, Michigan Walkerville, Ont.

MANUFACTURER OF PRO-
GRESSIVE AIRCRAFT FINISHES



MEMBER AERONAUTICAL
CHAMBER OF COMMERCE