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SHELBY AMERICAN, INC.
Staff Meeting Minutes
June 7, 1966

In Attendance:

J. D. McLean
P. A. Cramer
A. H. Dowd
T. H. Foraker
B. S. Galloway
J. S. Liefeld
P. T. Remington
J. L. Spencer
D. A. Cardone (guest)

Absent:

J. E. Khoury

GT 350 Sales and Production:

The attached sales report indicates 24 wholesale orders so far in June with 13 units shipped. May retail sales were 114 units and there are 154 units in dealer stock. The build-out program is progressing satisfactorily with about 60 per cent of the program completed. At the Chicago Sales Meeting last week, the Field Sales Managers indicated requirements for 329 additional units in the 1966 selling season. We have approximately 160 units to fulfill these requirements. It would appear that we will be under-sold by June 30.

Four experimental convertibles are being run through the shop at the present time. One of these units is sold and the other three will be used for test purposes in anticipation of a 1967 1/2 GT 350 convertible.

The attached manufacturing report indicates a total of 15 units completed so far this month.

The vehicles in parentheses in the "Units in Stock" column are orders on hand for delivery next month. Summarizing, of the 169 units in stock 85 are scheduled for shipment next month.

427 Cobra Sales and Production:

We now have 20 Cobras stranded in London because of the British shipping strike. At the request of A. C. Cars we have changed our forwarding agent in England to expedite the shipment of units. We continue to have at least a 90 unit backlog but by the end of June we expect to reduce the lead time on orders to 45 days.

Competition:

An additional order for two more Mustang Group II racers has been received