

5000 MILES AWAY YOU CAN BUY OF US, AS SAFELY AS IF YOU WERE HERE.

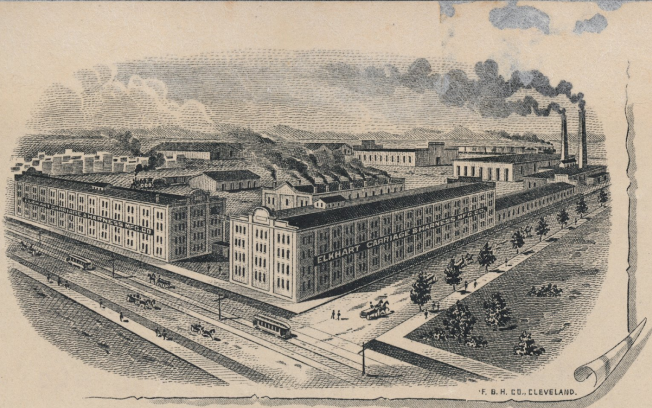
ELKHART CARRIAGE & HARNESS MANUFACTURING CO.

Wm. B. PRATT.
Pres. & Secy.

THE LARGEST MANUFACTURERS IN
THE UNITED STATES, SELLING TO
THE CONSUMERS EXCLUSIVELY.

GEO. B. PRATT.
V. Pres. & Treas.

SHIP ANYWHERE FOR EXAMINATION.



ESTABLISHED 1873.

M.-

Elkhart, Ind.

Nov. 12, 1896,

Mr. Elias Carr,

Raleigh, N.C.

Dear Sir:-

Your kind favor of November 6 is just at hand and referring to our #410 two seated, extension top phaeton will say, we shall be pleased to furnish it with one-half the front seat made reversible for an extra charge of \$5. This will make the total cost of the phaeton \$150. less 3% for cash to be sent in advance \$145.50. We say cash to be sent in advance, because made in this way the phaeton would be different from any of our catalogue work and we cannot build odd work unless paid for in advance. You need not send the whole amount at one time--send one-third with the order and the balance when the vehicle is ready to ship. We have no agencies and neither do we place our goods for sale on commission, but aim to sell our entire product direct to the consumer. We shall be pleased to have an order from you, or from the firm you represent and assure you the same will command our very best attention.

Thanking you for writing us, we are,
Yours truly,

Dict'd-L.E.H.-

Elkhart Carriage & Harness Mfg. Co.