

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



ESTABLISHED 1873.

# ELKHART CARRIAGE & HARNESS MANUFACTURING CO.

Wm. B. PRATT.  
Pres't & Secy.

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

GEO. B. PRATT.  
V. Pres't & Treas.

SHIP ANYWHERE FOR EXAMINATION.

*Elkhart, Ind.*

Dec. 31st. 1896.

Mr. Elias Carr,

Raleigh, N. C.

Dear Sir:-

Pardon us for writing again, but you will see we have not forgotten you, although you have not remembered us with your order. We have been manufacturing carriages and selling direct to the consumer for twenty-three years, and, as the volume of our business for 1895 was greater than that of any former year, notwithstanding the general business depression, we naturally conclude that our prices, quality considered, are so low that our friends save money by dealing with us. Why not order direct from our factory and save the commissions, expenses, rents, and profits of the middleman, for every carriage sold by the middleman has several dollars added to the first or manufacturer's price. We have no agents; we ship with the privilege of examining; we pay freight charges both ways if not satisfactory; we warrant everything for one year, and have one price only.

We write as above, because we want you to have enough confidence in our goods, and in our manner of doing business, to send us your order. We hope you will decide to favor us.

Yours respectfully,

ELKHART CARRIAGE & HARNESS M'FG CO.

Per *L. E. Holmes* 2nd Ass't Secy.