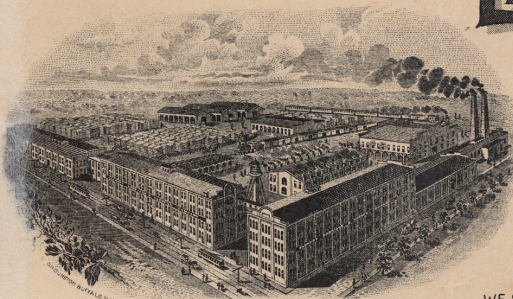


# ELKHART CARRIAGE & HARNESS MANUFACTURING CO.

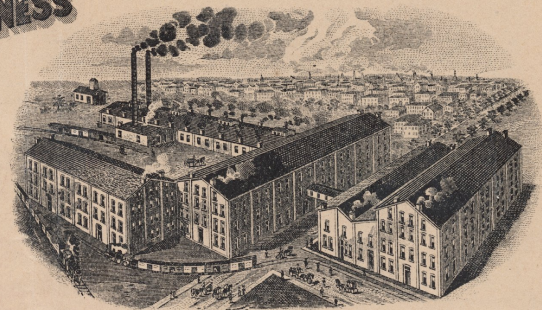
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P.

Elkhart, Ind. March 22, 1898.

Mr. E. Carr & Son,

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Dear Sir;-

Referring to yours of recent date, we are glad to mail you one of our 1898 catalogues. If you had one of our 1897 catalogues you will find we have added a number of new styles, so that we now feel we have a very complete catalogue of vehicles and harness. We have not only added several new styles, but we have added to the value in ways that pictures cannot show.

This is the twenty-fifth year we have been manufacturing and selling direct to the consumer at wholesale or manufacturers prices, thus saving to our customers the middleman's profit. We are proud to refer to the thousands of testimonials received from our customers during all the years we have been in business.

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If the catalogue mailed you to-day does not reach you in a day or so, please let us know and we will send another.

Awaiting your pleasure, we are,

Yours respectfully,

ELKHART CARRIAGE & HARNESS M'F'G CO.

Per *M. A. Patterson* 1st Ass's Sec'y.