

MANUFACTURING COMPANY, MARSHALLTOWN, IOWA

March 17, 1949

O. E. Collins
Anselma, Pennsylvania

Gentlemen:

Replying to your letter of March 14th, we send you herewith a parts list and instruction booklet covering our 19" Special.

The specific parts in which you are apparently interested are as follows:

2 # DL-36 wheels less bearings and felts	\$5.00@	10.00
2 # A-1010 wheel bearings	.75@	1.50
2 # DL-7 rubber tires	2.00@	4.00

If these are the parts that you want, please advise us and we will send them off to you immediately.

Our normal policy is to make all parts shipments on a C.O.D. basis unless a remittance accompanies the order.

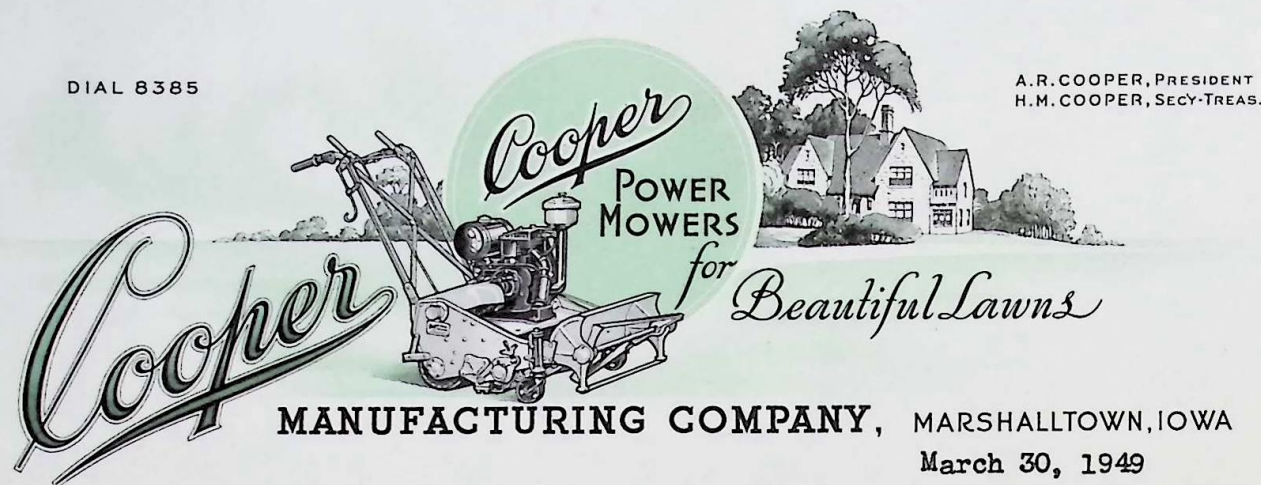
The parts list we are sending to you was published some time ago, and we have been forced to revise a few of the prices.

Very truly yours,
COOPER MANUFACTURING COMPANY

Clayton H. Cooper
Clayton H. Cooper

CHC/jf
encl.





O.E. Collins
Anselma, Pennsylvania

With the spring cutting season coming on we strongly urge your consideration of these matters, and will advise you that we can take care of your needs promptly.

Very truly yours,
COOPER MANUFACTURING COMPANY

Clayton H. Cooper
Clayton H. Cooper

O.E. Collins
Anselma, Pennsylvania

Dear Sir:

We have your letter and remittance, and are sending to you the wheels and tires that you request.

We note by your letterhead that you are in the lawn mower repairing business. We would like to call your attention to the fact that the mower with which you are currently involved was built in about 1938 which makes it ten or more years old. This should be an indication of the quality of our products.

Enclosed herewith is a descriptive circular covering the current model ACA Klipper on which we are concentrating. This mower is absolutely in a class by itself from a quality standpoint. It is the result of twenty years experience on our part, and bears the endorsement of 75,000 nation-wide users. We believe that it will be very much to your benefit if you study the features as illustrated carefully.

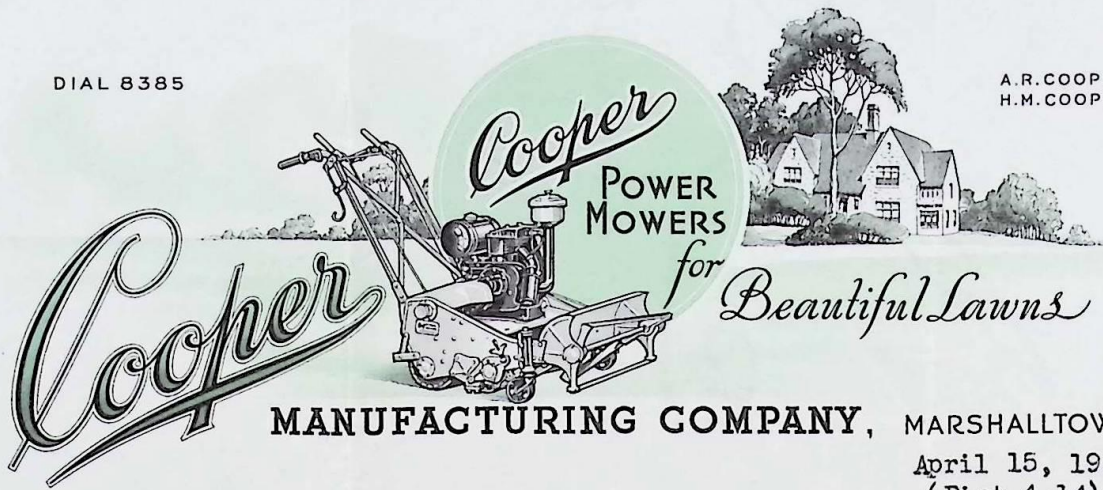
This machine finds a wide potential market among home-owners, farmers, institutions, cemeteries, etc. You, in the repairing business are in contact with potential users at all times. We believe that the handling of this mower would work very much to your over-all profit.

The machine is competitively priced at \$125.00 f.o.b. Marshalltown, Iowa, subject to a dealers discount of 30%. In addition there is a Federal Excise Tax of \$.10 per rubber tire.

There are a few machines which are lower in price, but without exception these are much lighter machines usually built up by applying power to a hand mower, and should not be even compared with the rugged simplicity of our unit.

CHC/jf
encl
cc W. Newton Young





MANUFACTURING COMPANY, MARSHALLTOWN, IOWA

April 15, 1949
(Dict 4-14)O. E. Collins
Anselma, Pennsylvania

Dear Sir:

We wish to thank you for your letter of April 11th, and your order for one model ACA Klipper. This is going forward to you immediately as requested.

Enclosed herewith you will find two #DL-61 wheel caps, and two # DL-63 gasket felts. We are arbitrarily pricing these at \$.30 total to take up the difference between your remittance of \$88.00 and your net cost on the Klipper of \$87.70 f.o.b. Marshalltown. We feel that this is simpler rather than to bill you for your correct net cost of \$.49.

We are pleased to send this one mower to you so that you may examine it to see for yourself the durable value which is built into it. We wish to emphasize that this mower can be used continuously where required, and will generate repeat business by the 'word of mouth' recommendations of satisfied users.

The profit possibilities will merit your personalized solicitation of local business. We would suggest that you not only contact home owners, but also farmers, cemeteries, golf courses, etc. We are quite certain that any prospect for a power lawn mower of this size will always buy our Klipper if he can see the machine itself and then compare it with any other mower available.

Assuring you of our interest and anticipating further business, we are

Very truly yours,
COOPER MANUFACTURING COMPANY

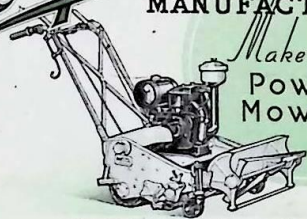
Clayton H. Cooper
Clayton H. Cooper



Cooper

MANUFACTURING CO

Makers of
POWER
MOWERS



MARSHALLTOWN, IOWA



O. E. Collins

Anselma, Pennsylvania