

MOKANO MOTOR SALES CO.

WICHITA OFFICE
210 WEST DOUGLAS
V. C. KINNEY,
MANAGER

KANSAS CITY OFFICE
2112 GRAND AVENUE
A. G. WAHLENMAIER
MANAGER

KANSAS CITY, MO.

April 23, 1918

W. W. Wise,
Fort Scott, Kas.

Dear Sir:

We wish to acknowledge receipt of your letter of the 22nd in regards to the agency proposition of the "HARROUN" Car.

We note what you have to say in regards to not being able to get deliveries on the Dort Cars. We feel safe to say that we would be able to take care of you on deliveries as we are getting cars through from our factory constantly and believe that you would not lose any sales on account of deliveries.

We are pleased to quote you our dealers discount of 15% from the list prices which are as follows:

"HARROUN TOURING CAR	895.00
"HARROUN ROADSTER	995.00

f. o. b. factory.

We also wish to add that the discount increases in volum of business that you do.

As far as territory is concerned, we have a number of counties surrounding Bourbon County which have not been contracted for, but as to the amount of territory we could assign to you, would depend upon the number of cars that you would care to contract for.

We honestly believe that the "HARROUN" Car is one of the best built automobiles on the market for anywhere near its price and we can't see no reason why you should not do a large business on the "HARROUN" Car.

We are enclosing herewith a specification and also one of our questionnaires which will give you

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If there is anything you want to know about it, do not hesitate to ask.

Now, wont you please let me hear from you, as the Company requests me to get in all the outstanding accounts, and I am sure you are willing to do your part.

As the Harroun stock is now all sold, it is necessary for me to get a position with another firm. I can not do this until all accounts due Harroun are paid, and I will therefore consider it a personal favor to me, if you will make an earnest effort to pay up as soon as possible. You will not only be doing me a personal favor,- you will be helping your Company along.

Thanking you for an early reply,

Yours very truly,

E. Mattudg