

AMERICAN HARROW Co.

WAREHOUSES:
 MILWAUKEE KANSAS CITY
 MINNEAPOLIS OMAHA
 FARGO PEORIA
 SIOUX FALLS NASHVILLE
 SIOUX CITY HARRISBURG
 DES MOINES ROCHESTER
 INDIANAPOLIS

#246

1482 HASTINGS ST.

DETROIT, MICHIGAN,

U.S.A. Feb. 1, 1908.

J.A. SCOTT, MGR. OF SALES

MANUFACTURER OF
 AMERICAN MANURE SPREADERS,
 DETROIT TONGUELESS DISC HARROWS,
 NEW AMERICAN CULTIVATORS,

WE SELL THE ENTIRE PRODUCT OF
 OUR FACTORY DIRECT TO FARMERS
 BY MAIL.

THE WEST BENEFITED AT THE EXPENSE OF THE EAST.

Mr. Fred Schule,

Yuma, Col.

Dear Sir,-

As you of course know, the East has suffered from the recent financial troubles far more than the West.

The plain fact of the matter is that a good many of the Eastern manufacturers have had the hardest kind of a time to get money enough to pay their men so as to keep their factories going. And we've been pinched too, though not as bad as some, for we do business in every single State in the Union, and some of our Western customers have helped us out.

But we're not quite "out of the woods" yet. You see our big trade on Manure Spreaders and Disc Harrows comes in March and April. We bought an immense amount of material, and have the most of the machines manufactured, still it will keep us hustling to get all of them ready for the great Spring rush.

And here is where the "pinch" comes- until the Spring rush DOES come we are going to be short of money--yet we must have the money RIGHT NOW to finish manufacturing the machines that are now under way.

So this is what we have decided to do, and this is where YOU and some others who have written to us get the benefit.

We have for years had a regular steady demand for our well known NORTHWEST HARROWS and SEEDERS, and we have always kept a stock of these machines on hand with which to supply the demand.

Now our recent experience has shown us that the WEST has money, and as we need it badly to tide us over for a few weeks until things loosen up a little more in the East, we have decided to sacrifice our stock of NORTHWEST HARROWS and SEEDERS in order to raise money to complete our other machines. That is why we are making this remarkable offer, which is good only as long as our present stock lasts, and in no case longer than 30 days.

We are sending with this our regular NORTHWEST Catalogue, in which you will find valuable information about the important subjects of "Level Cultivation" and "Shallow vs Deep Sowing of Wheat" as well as a complete and accurate description of our famous NORTHWEST HARROW and SEEDER, the machine most perfectly adapted to give you the benefits of these modern methods of agriculture.

We are also sending with this our Order Blank, on which you will find, printed in BLACK, our regular prices, and the conditions on which all our Sales are made; viz, the full outline of our 30 day Approval Test Plan.

Then you will see printed across the face of the Order Blank with RED INK, the extraordinary offer which we are making for a short time, according to which, if you act at once, you will be able to get one of these splendid machines for just half what it would ordinarily cost you.

But you will need to act right now- TODAY- for we positively cannot accept orders at these prices after the present stock is exhausted, and as soon as we have received orders for what machines we have made up right now, we will have to return the money and then every one will have to pay the regular price again.

This is just a Special "Bargain Sale", to give us some ready cash so that we can finish up the rest of our stock of Manure Spreaders and Disc Harrows and have them ready for the heavy Spring Trade.

Bear in mind that the only machines included in this special Bargain Sale are the ones that are finished and ready for shipment right this minute, so there will not be a moment's delay in making shipment after receipt of the orders.

Just as long as the machines last they will be shipped out the day the order is received, and after the last one has been shipped so we cannot fill any more orders, the money will be sent right back on the next mail.

So if you send us your order you may be absolutely certain of one of two things- you will either get a Bill of Lading by return mail showing that your machine has been shipped, or you will get a letter returning your money and advising you that your order reached us too late.

Therefore you don't run one bit of risk, and you stand a chance, if you act immediately, of getting a machine that is worth double what you pay for it.

And even then the machine is subject to our regular Guarantee which goes with every Manure Spreader, Disc Harrow and Spring Tooth Harrow that we sell; viz, the machine is guaranteed to be exactly as represented in every detail, and guaranteed to do the work on your farm in a manner satisfactory to you.

And every machine is shipped subject to 30 days Approval Test to prove that it will fulfill this Guarantee.

You can very easily find out, if you care to do so, about our standing. Just ask your banker how we are rated in Dunn's and Bradstreet's, or ask the publisher of any farm paper how we stand, and how we treat our customers.

We have been in business right here in the same location for over twenty five years. We are not a Catalogue House, buying the cheapest machines that can be picked up in various places around the country; but we are MANUFACTURERS, and we stake our reputation and our prospects for future business on the Quality of the material and workmanship that we put into each separate machine that we build.

If you are not in the market for one of these crop-increasing machines, just do us and your neighbor the favor of handing this book and letter to him, but before you do so be sure to read the book. You owe it to yourself to be posted on the important subjects which are discussed in the book, and you ought to be posted so you can answer understandingly when your neighbors are discussing these things and ask your opinion regarding them.

But we sincerely hope that you will decide to take advantage of this Special offer yourself. As a matter of fact, we believe you will agree with us that you can hardly afford to let such an opportunity as this pass.

Just think of it! A solid, substantial Harrow, with 15 heavy Spring Teeth, each fitted with our Patent Reversible Point, and with 15 extra 6 inch Thistle Points, all complete with two and four horse Whiffletrees and Neck Yoke, for \$25.00.

And a Broadcast Seeder with the latest improved force feed, for \$10.00.

The entire outfit costing a good deal less than a drill, and ten times more useful.

Don't overlook what we say in the Catalogue about the advantages of the NORTHWEST HARROW for fitting newly-plowed sod ground; for hard fallow and fall plowing; for stumpy, rooty or stony ground; and how to handle the machine to get perfect results under all these conditions.

Also the various kinds of seed that may be sown to the best advantage with the NORTHWEST BROADCAST SEEDER.

Thousands of these machines are now in use in the West, all giving the very best of satisfaction.

We have written you at some length so as to place the proposition before you very clearly, for we wanted to give you a chance to take advantage of this most remarkable offer, and we wanted to give you complete information so there would be no danger, if you act promptly, of your being too late.

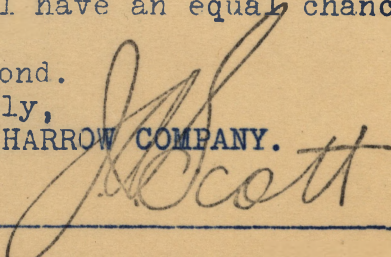
We are mailing all the letters on this special proposition at the same time, so that every one will have an equal chance.

Hope you will be the first to respond.

Yours very truly,

AMERICAN HARROW COMPANY.

By


Manager of Sales.

AMERICAN HARROW CO.

MANUFACTURER OF
AMERICAN HARROW SPREADERS
DETROIT TONGUELESS DISC HARROWS
NEW AMERICAN CULTIVATORS
WE SELL THE ENTIRE PRODUCT OF
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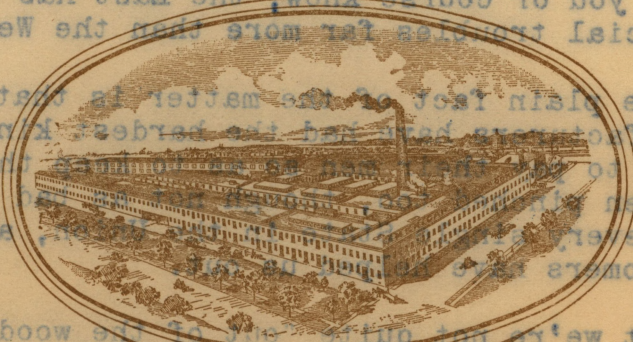
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Dear Sir,

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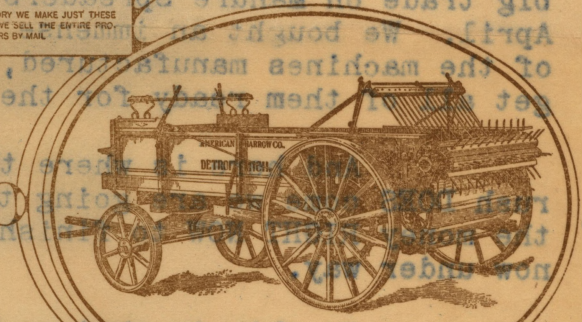
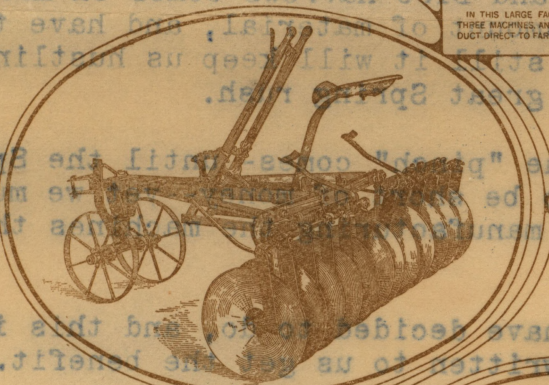
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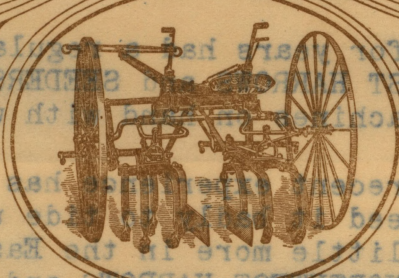
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IN THIS LARGE FACTORY WE MAKE JUST THESE THREE MACHINES AND WE SELL THE ENTIRE PRODUCT DIRECT TO FARMERS BY MAIL.

So this is what we have decided to do, and this is where YOU and some others who have written to us get the benefit.



Now our regular Northwest catalogue has shown us that the WEST has money, and as we need it badly, we have decided to sacrifice our stock of NORTHWEST HARROWS and SEEDERS in order to raise money to complete our stock of these machines, which is good only as long as our present stock lasts, and in no case longer than 30 days.



DETROIT TONGUELESS DISC HARROW
NO HOOK WORK / NOISE DRAFT / NO TONGUE TO ANNOY
YOUR TEAM / DOUBLE LEVERS / BALL BEARINGS

AMERICAN MANURE SPREADER
SPROCKET AND CHAIN POWER, BABBITTED BEARINGS, ROLLER
BOTTOM, LIGHTEST DRAFT, LARGEST CAPACITY.

NEW AMERICAN CULTIVATOR
HIS SEEDER, BEAN HARROWER AND STALK CUTTER ATTACHMENTS
LOCK LEVERS HOLD SECTIONS UNDER PERFECT CONTROL.

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