



12, 14, 16 & 18 FAYETTE STREET.

Utica, N.Y.

Feb. 6, 1889.

Stenographic Dict

Mr. H. G Richards,
Fort Fairfield, Me.

Dear Sir:-

Yours 4th inst. at hand. We inclose order made out for 21 single seat and 3 double seat Carts, all at \$16.00 each, which is a very low price. If you wish us to accept and fill the order please sign and return to us soon. You will notice we have made you special terms of payment. We have no doubt if you thoroughly work the trade you can sell double this quantity during the season. We have not sold any Carts in the Northern part of Aroostock County, and will try and remember to refer to you any inquiries that we may possible receive for Carts from your locality.

We inclose circular and price list of Harnesses, will make to you 20% discount from the list prices. We can assure you our Harnesses are splendid value at the prices. We are inclined to think you could sell a good many if you but make the effort. Shall be glad to have you order one or more to be shipped with Carts as sample. Hope to hear from you by return mail.

Truly Yours,

Feb. 6, 1889.



Mr. H. G. Richards,
Fort Fairfield, Me.

Dear Sir:-

Yours of last. at hand. We inclose order made out for 21 single seat and 3 double seat Carts, all at \$16.00 each, which is a very low price. If you wish us to accept and fill the order please sign and return to us soon. You will notice we have made you special terms of payment. We have no doubt if you thoroughly work the trade you can sell double this quantity during the season. We have not sold any Carts in the Northern part of Aroostook County, and will try and remember to refer to you any inquiries that we may possible receive for Carts from your locality.

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