

INTERNATIONAL HARVESTER COMPANY

INCORPORATED

606 SOUTH MICHIGAN AVENUE

CHICAGO, U. S. A. September 20, 1936

TO THE HARVESTER ORGANIZATION:

The Robinson-Patman Bill becomes effective on November 1, 1936. The Bill has certain provisions which prevent a manufacturer from giving any price concessions to consumers. This means that we will be obliged to pay 40 cents a dozen more for golf balls, unless we take shipment before November 1, 1936.

I have noted at the bottom of this letter the number of Harvester Club golf balls you ordered this season, and I wish to have your order for about the same quantity to be delivered by November 1 for sale next year.

The balls will be in a new box with picture of an International Station Wagon at a golf club. You can hold the balls until sold, making remittance at intervals.

The price of \$3.50 a dozen will be maintained if we can get your order at this time, or \$3.40 a dozen when ordered in ten-dozen lots or over.

The same plan will be followed as this season, which entitles you to one free dozen when you have sold 20 dozen, another free dozen on the next 15 dozen sold, and a free dozen for each additional 10 dozen.

Your dealers will be informed that you have a supply to order from.

We have had some orders for golf balls from other than Harvester Company employes in your city and will send them a notice to get balls from your supply, if agreeable to you.

By ordering in 10-dozen lots the shipment is made from factory at no cost to us, which gives you the \$3.40 a dozen price. All other golf balls will be increased for 1937.

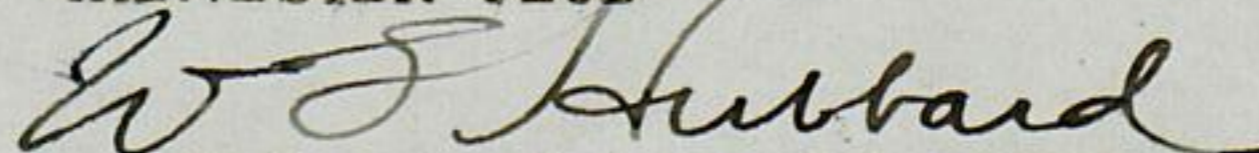
The usual guarantee goes with this improved ball and you are authorized to give a free ball for any returned to you that is cut or damaged beyond a reasonable allowance for a ball in the high-priced range. Send damaged balls to me for credit.

We will have a supply of this year's balls that may be ordered now for immediate delivery.

Your cooperation at this time will be appreciated.

Yours very truly,

HARVESTER CLUB



Chairman Golf Ball Committee

14th Floor, Harvester Bldg.
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Chicago, Illinois