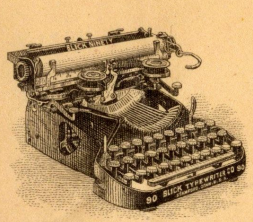
CABLE: "DURKIN" PITTSBURGH

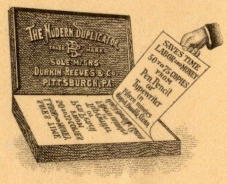
PHONE: GRANT 2668



PITTSBURGH TYPEWRITER & SUPPLY CO.

DURKIN - REEVES & CO., PROPRIETORS.

DUPLICATORS-TYPEWRITERS-OFFICE SUPPLIES



ESTABLISHED 1903

WHOLESALE & RETAIL

"A BUSINESS GETTER"

339 FIFTH AVE., PITTSBURGH, PA.

Mr. Haun,
Harrisonburg, Va.

Feb. 7, 1923.

Dear Sir:

HERE'S THE BIGGEST BARGAIN----THE SOFTEST SNAP---AND ONLY REAL CHANCE IN A LIFETIME THAT YOU WILL HAVE TO GET A WONDER "MODERN" DUPLICATOR AT JUST ONE HALF REGULAR PRICE.

THIS IS OUR L A S T FOLLOW - UP.

Here's the story: When we sell a new Duplicator, it is perfect, not a scratch on it----in a word, it is NEW.

Now when deposit comes with order, we send these NEW Duplicators out on a 10 day free trial privilege. You may be surprised to learn that not all "stick"----that not all sell themselves. BUT they don't. It is a fact that three out of each 100 sent out, come back, and we refund money----every penny. We send out thousands and are too busy to even ask the reason why they were returned----for there has been a "waiting line" for them for the past fifteen years.

NINETY SEVEN keep them and recommend them as you will see by enclosed----three return them.

Also, very often empty trays are scratched or damaged a little in shipping or handling. We take these perfect "seconds" and the returns, fix them up again almost like new (the composition---the real part of Duplicator is new or as good as new) and offer them to you at just 50 cents on the dollar. (No. 1 Size $5.00--to you $2.50) - (No. 2 Size $6.50 regular, but to you $3.25) - (No. 3 Size $8.00-- to you $4.00) - (No. 4 Size $9.00--to you $4.50) -- exactly wholesale prices and we send each complete with Two bottles ink, Wood leveler, Sponge, Directions, etc. A N D after receiving Duplicator and using it for ten days, if you feel that it is not worth One Hundred Dollars to you, you have the privilege of returning it to us by mail and we will refund every penny of your deposit. NOW, do we get YOUR order?

Trusting that we may hear from you and that we may receive your valued order, which will have our prompt and careful attention, we beg to remain,

Very truly yours,
DURKIN, REEVES & CO.

J.P.Durkin.
Sten. C. A.