

MICHIGAN BUGGY Co.

M. H. LANE, PRESIDENT.
G. T. LAY, VICE-PRES.
F. B. LAY, SEC. AND TREAS.

FINE
CARRIAGES AND
CUTTERS.

KALAMAZOO, MICH., Nov 8th. '99.

Messrs ELLING & Buford,
Virginia City, Mont.

Gentlemen:-

Remembering our correspondence with you we are now prepared to take up the matter of your vehicle trade for 1900, and with this in view we are sending you to-day under separate cover blue prints which will give you a fair idea as to what we are doing in this line and we are confident that if you will but take the time and trouble to go over them carefully you will find something that will interest you. As we have tried to explain in our former letters we are building a line of work specially adapted to the Mountain and heavy trade and believe we are in shape to handle your business and give you a class of work that will be highly satisfactory to your trade. We differ largely from the majority of manufacturers as we build all of our work entirely from the ground up, that is we manufacture all of our own running gear and wood work, building our own bodies, seats, dashes, tops and in fact everything that goes into the vehicle we put up from the raw material and we are thus enabled to give our customers exactly what we agree to and are not dependent upon some small body factory to keep us going. Our output is among the largest in the country and we take care of our trade. One of the most essential points in the construction of work for your territory is the wheels. You have to have a good hickory wheel or your vehicles fall down and come back on your hands. We have one of the largest wheel plants in the United States in this City and can build 500 sets of finished hickory wheels every twenty-four hours. We use nothing but hickory wheels and every one of them is put out and guaranteed, in every particular from the ground up. Of course you understand that this kind of a wheel is very expensive and continually grows so every year. Then again the timber for our wheels is all air seasoned and bone dry, something that will stand any climate as good as any wheel can be made to stand. Where desired for the Mountain trade we are using screved rim wheels and extra heavy tires on buggies and the lighter class of work, and upon Spring Wagons and that class of work we are using riveted rim wheels. It is not our aim to see how cheap we can construct our line of work, but every thing considered believe we have to offer you a class of vehicles far above the average and at a price a great deal lower in proportion to the quality than anything in the field. The prices quoted upon our strictly confidential, jobbing, car-load price list herewith are figured if you wish on all goods trimmed in leather unless otherwise specified upon the price list. However, a great many Traps, surreys and other special jobs are invariably trimmed in green cloth, whip cord and something of that kind.

Our #180 Road Wagon is a very solid, roomy body job nicely carpeted has high panel back seat, built very strong and heavy with plump 1" wheels, screved rims if you wish, and very heavy steel tires. At this point we wish to call your attention to the fact that we use nothing but steel tires upon our vehicles and every tire is fitted and set by hand. This is possibly a little more expensive by a cent or two per set than

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the price of setting by machinery but when the tire is once on it is there to stay and put on in proper shape. No one can set tires by machinery and half do the work. The height of the wheels we are using upon our regular buggies and Road Wagons for your trade are invariably 41" and 45" high, but we can give you 38" and 42" if you desire and the wheels can be either $3/4$ ", $7/8$ " or 1" tread. We recommend 1" to you believing it is best adapted to your territory. The only difference between the #180 and the #73- $1/2$ is in the springs.

Our two Concords #155 and #179 as quoted are built upon the regular old fashioned three reach Concord gear very stout and easy riding. The A grade jobs have pocket dashes, special finish, special wood hub wheels etc. We, think, however, for the general run of trade you would find the B grade work perfectly satisfactory. Of course you understand we give you the wide or narrow track upon any vehicle. We presume your trade runs principally to the wide. The #19 as quoted at \$42.00 is our regular light Mountain job. The cut of this work shows it in the Eastern size, but for the Western trade it is built with heavy 1- $1/4$ " axles, 1- $1/4$ " tread wheels with $3/8$ " thick round edge steel tires thoroughly bolted clear through the felloe at every spoke, with riveted rims. We use a five leaf heavy spring and the very best 1- $1/4$ " double collar interchangeable steel axles strongly clipped and braced. This job we build regular with a 7 ft. body having drop end gate, heavily ironed at the corners, all morticed frame throughout and well braced. It has two seats very wide with high solid panel backs trimmed in the finest deep buff trimming leather, something that will not give out but will stand up and wear for years. This job is fitted with a heavy pole strongly ironed, with heavy neckyoke and heavy singletrees and is a wagon which we believe will please your trade immensely. You will notice a little farther down the price list we quote the #19 Mountain Wagon at \$48.50. This job is built on the same lines as the #19 shown in the cut only it has a body 8 ft. long and 38" wide, is built very heavy and fitted with brakes and leather trimmings and heavy pole for \$48.50. The #19 at \$42.00 would cost you \$3.50 extra for a set of heavy brakes. About the only difference between the #19 regular and the Duplex is in the springs and running gear. We next call your attention to our #54 Buggy which we think you would find a leader and fast seller. This job is built regular for your trade upon 1" axles double collar all interchangeable steel axles having our patent sand bands to exclude all dust and dirt from the boxes. The wheels are as we have heretofore explained. The circle is a special pattern having the king bolt back of the axle something that will not cause trouble. It has a two reach gear heavily ironed whole length, with stiff relief springs instead of spring bars as shown in the cut, or spring bars if you wish. The body loops are all one piece wrought iron running from spring bar to spring bar. The body is 22" or 24" wide and 54" long, carpeted whole length as well as upon the end and side panels in front of the seat. The bottom is put in from the under side and held in place by the body loops. The seat is 2" deeper than anything in the field and the back is a genuine seven piece

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panel 3" higher than regular and will never warp, check or split. This is a good selling buggy, can be had in nickel or plain trimmings as you desire. The #74 is on the same grade and the same price as the #54. When you want these buggies with fancy striped bodies, fancy striped gears and with special plain, plain divided and with a roll around the back you will find them quoted as #54-1/2 and #74-1/2. Our #52 Buggy is an extra quality job as its name indicates and something which we can put out to you with the assurance that it will sell at a fancy retail price.

Particular attention is called to our full line of Surreys, Stanhopes, also to our Farmer's Surrey #200. This for a medium grade job would please your trade. For a little better grade job our #177 with lamps and double fenders would be the thing. Upon this class of a job we use a dash that is made from wrought iron, is all one piece solid foot. So many use a cheap dash of malleable iron that simply bolts together at the foot. Our dash will never break down, can be used constantly as an assistance in getting in and out of the vehicle and will always stand up and give satisfaction. Then again we build all of our dashes and they are thoroughly leaded with two coats of white lead in oil before the leather is stitched on so that the irons will not gather moisture and rust and rot out the threads. All of these little things go to make up a good line of work and cost very little extra. Our painting is all done by hand upon every vehicle and we give from four to seven coat finishes. We use Valentine & Co's varnish and the paint is guaranteed to stand with any kind of fair usage. We can refer you to some of the largest dealers and jobbers in the Northwest as to the staying qualities of our work.

While our terms are net, realizing that it takes some little talking to start in a new line, upon a sample order for one or more carloads we will accept your specifications for shipment not later than March 1st and take your notes in settlement, one-half due August 1st, and one-half due Sept 1st. 1900. Also there is one thing which we wish to call your attention to and that is our Texas Concord #155-1/2. This, we think, you would find a first class good seller in your territory. It is built with 1-1/8" double collar interchangeable steel axles with 1-1/4" tread wheels having 3/8" tire and riveted rims, 28" by 60" body and full Concord gear, Surrey seat, leather trimmings and leather top with boot, pole and inside foot brake. This is a buggy which will always come home together regardless of where you take it or where you drive it. The price is right considering the high quality in workmanship, material and the very expensive class of work which it is to manufacture.

We request your early consideration of this quotation and if you will place your specifications with us at once think there will be no question about our having a pleasant and satisfactory deal.

Yours truly,

Michigan Buggy Co.

By *W. H. Salmer*

Asst. Mgr.

Kalamazoo, Mich. Nov 8th. '99.

Messrs Filling & Buford,
Virginia City, Mont.

Gentlemen:-

We are pleased to quote you the following strictly confidential jobbing prices on our line for 1900. Terms net F.O.B. cars Kalamazoo.

No 2	Slat Body Cart	\$ 11.50
No 2-1/2	Solid Body Cart	12.50
No 5	A grade Speeding Cart	23.75
No 15-1/2	A grade Pony Special	35.00
No 73-1/2	Jackson Spring Road Wagon - cloth trimmed	26.50
No 73-1/2	" " " " leather "	27.50
No 180	End " " " same price as #73-1/2	
No 101	Open light delivery	34.50
No 101	With rubber top	43.50
No 102	Open light delivery extra long body	37.25
No 155	Concord B. grade	34.75
No 155	Concord A "	38.50
No 179	Concord B "	38.50
No 179	Concord A "	43.25
No 19-1/2	Three seat Canopy top Livery Wagon, cloth trimmed	74.50
No 19-1/2	" " " " " " leather "	80.50
No 16	Duplex (Mountain size 1-1/4 riveted rims)	42.00
No 19	Combination (Mountain size 1-1/4 riveted rims)	42.00
No 27	Delivery Wagon	40.00
No 54	End Spring Buggy, cloth trimmings and rubber top	39.00
No 54	" " " leather " and leather quarter top	41.00
No 74	same price as #54.	
No 54-1/2	or #74-1/2 with fancy striped body and fancy trimmings extra to prices quoted	1.50
No 54-1/4	End Spring Buggy leather trimmings and lea. quarter top	38.00
No 185	Canopy top	80.00
No 185	Leather quarter extension top	90.00
No 185	Leather extension top	100.00
No 187	Open	65.00
No 186	Canopy top	75.00
No 177	Canopy top	65.00
No 177	Leather quarter extension top	75.00
No 177	" extension top	80.00
No 191	Open	75.00
No 192	Canopy	87.50
No 196	New Phaeton	110.00
No 169	Leather quarter top	65.00
No 169	Leather top	70.00
No 169-1/2	Full leather top	77.50
No 200	Farmers Surrey Canopy top	50.00
No 200	" " rubber top (extension)	55.00
No 167	Spiderette, phaeton top	171.50
No 167	" closed top	189.50
No 155-1/2	Texas Concord, leather top and leather trimmings and brake, with pole	71.50
Extra for longitudinal springs upon end spring buggies		1.00
2500 Mile long distance axles upon such jobs are not regularly supplied, extra \$1.00		
No 19	Mountain job with 1-1/4" riveted rims, 3/8 tire, 8 by 38 body and brake	48.50
Brakes extra		3.50

Messrs Elling & Buford #2.

No 52-1/2	Extra Special, cloth trimmings and rubber top - - - -	\$ 50.50
No 52-1/2	" " leather " and leather quarter top - -	53.50
No 52-1/2	Special Buggy cloth trimmings and rubber top - - - -	46.00
No 52	" " leather trimmings and leather quarter top -	49.00
No 72	same price as #52	
	For fancy trimmings and painting on #52 and #72 extra each - - -	1.50
	For longitudinal springs upon #52 and #54 extra each - - - - -	1.50
No 55	A grade hand made gentleman's Driving Buggy - - - - -	95.00
No 182	Regular - - - - -	36.00
No 182	A grade - - - - -	45.00
No 204	Special A.A. grade Driving Wagon - - - - -	52.50
No 189	60" body Driving Wagon - - - - -	33.25
No 202	Bike Wagon, rubber tires --- \$90.00, Pneumatic - - - - -	125.00
No 201	Business Wagon - - - - -	35.00
No 188	Stanhope - - - - -	69.00
No 197	New Corning - - - - - \$52.50 regular axles and springs, no fenders and regular dash - - - - -	47.50
No 197	New Corning with special leather quarter top \$65.00, or full leather top and leather covered bows - - - - -	73.00
No 203	New Benham Stanhope - - - - -	59.00
No 198	Stanhope, red end - - - - -	79.00
No 194	Covert - - - - -	79.00
No 195	Duchess - - - - -	120.00
No 192	Cabriolet - - - - -	237.50
No 161,	phaeton top - - - - -	118.25
No 161,	closed top - - - - -	138.25
No 184	Lakeside Trap - - - - -	92.50
No 183	Broadway Stanhope - - - - -	95.00
No 163	Phaetonette rubber top, lamps and fenders - - - - -	58.00
No 163	" leather quarter top, lamps and fenders - - - - -	63.50
No 163	" leather tops lamps and fenders - - - - -	70.00

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Yours truly,
Michigan Buggy Co.