

W. F. SCHWEIKERT & COMPANY
IMPORTERS

Address: { CLEVELAND, OHIO, U. S. A.
PERKINS POWER BLOCK

November 4, 1922.

Miss Ida Tarbell,
120 East 19th Street,
New York City.

Dear Madam:

Your article

"The more you break the more we sell"

in No. 15 of Collier's Weekly was exceedingly interesting reading to us.

We are marketing a scythe which is absolutely the last word in scythe manufacture - in quality as well as in appearance - .

It occurred to us that the farmer you interviewed might be interested in this scythe to the extent of buying one of us, if not, at least of accepting one as a present. He will, you may rest assured, pronounce this scythe the finest tool he ever wielded on his fields.

We would consider it a great favor if you would kindly send us the name and address of this man that we may take this matter up with him directly.

Should you, however, desire to follow up this case yourself in, what we may term a sporting sense, we should be very glad to send this instrument postpaid to you and have you forward it to the party in question, all expenses to be paid by us.

It would be a pleasure to us to see the man's face register surprise and delight upon receipt of the parcel.

It is upon recommendation of the editor of Collier's Weekly that we address this letter to you.

Thanking you in advance for your kindness we are,
Dear Madam,

Yours very truly,

W. F. SCHWEIKERT & COMPANY.