

PALCO

ENGINEERING (LONDON) LTD.

Director: J. T. SMITH (Managing).

Manufacturers and Patentees of:
ANTI-VIBRATION AND
SHOCK ABSORBING DEVICES

PRECISION ENGINEERS
A.I.D. Approved No. 6483/53

Head Offices and Works:

BRIGHTON ROAD . HORSHAM . SUSSEX

Tel.: HORSHAM 2421/2

Our Ref. JS/GH.

Your Ref.

24th April, 1956.

Messrs. G. Badham & Sons,
St. James Street,
Narberth,
Pemb., Wales.

Dear Sirs, Palco Shock Absorbers - Cycles, Motorcycles.
Increased Discounts for 1956 Stockists.

As the 1956 Season is about to commence, and as we want to sell our Shock Absorbers only through the Trade, we must increase our Stocking Agents to whom we can send enquiries. To get this result we make you the following offer.

Our discounts on single orders are 33.1/3rd%, and we, in addition to this, will allow :-

33.1/3rd% and 5%	on Orders for 3 pairs
33.1/3rd% and 7½%	" " " 6 pairs
33.1/3rd% and 10%	" " " 12 pairs

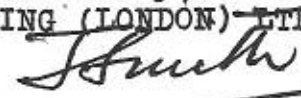
MOREOVER, SHOULD YOU HAVE ANY STOCKS ON YOUR HANDS AT THE END OF THE SEASON, WE UNDERTAKE TO RE-PURCHASE THESE FROM YOU.

The above term applying, if required, to mixed Orders for Cycle Shock Absorbers and Para-Shocks for Motorcycles.

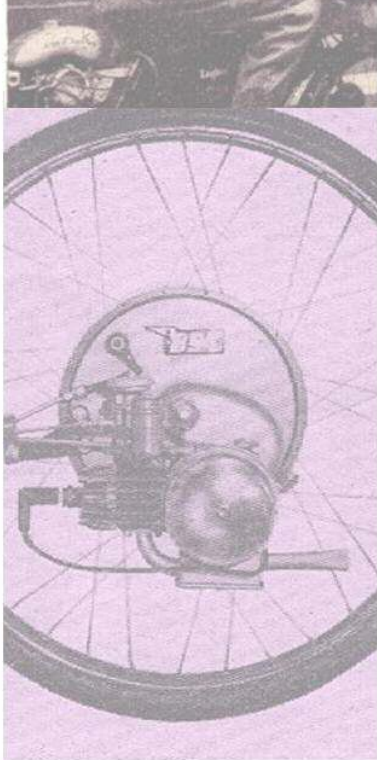
We contend that you cannot go wrong in accepting the above most generous offer, and as we shall be pleased to send you a liberal supply of leaflets, show cards and window display signs, a minimum amount of circularisation and sales effort with demonstration machines available, will make the 3 year guaranteed 1956 "PALCOS" your most attractive selling line during the coming Season.

We have pleasure in enclosing a reply-paid Order card, which please complete NOW not forgetting your name and address.

Yours faithfully,
PALCO ENGINEERING (LONDON) LTD.


J. T. Smith
Managing Director.

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