

EXPORT OFFICE  
NEW YORK CITY  
264 STONESTREET

CABLE ADDRESS  
"GRAMMES" ALLENTOWN, PA.  
CODES USED LIEBERS AND A.B.C.



HAVANA, CUBA.  
AGUIAR 102

LONDON, E.C. ENGLAND.  
23 GOSWELL ROAD

SIDNEY, N.S.W. AUSTRALIA  
BRIDGE STREET

## L.F. GRAMMES & SONS

COR. JORDAN & UNION STS.

ALLENTOWN, PA., U.S.A.

January 20, 1921

Please address your  
answer to this letter  
for Department #3 .

Your order for Escutcheon Pins

Leo. O. white,  
1509 East Main Street,  
Coshocton, Ohio.

Dear Sir:-

We thank you very much, indeed, for your order.

Pardon us, however, for asking for references that is, give us the names of people with whom you do business now. Our idea is to give you the highest credit we have and in order to do so, we must have somebody to, in a way, endorse you.

The Mercantile Agency should have done this, but they are a careless set too, sometimes; at least they failed to note your credit rating in their books.

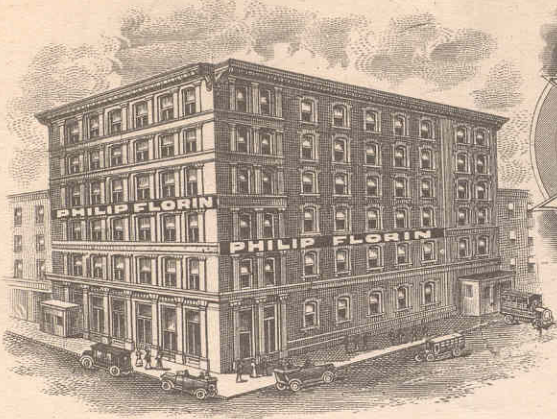
Now we can fix this all right for you by just complying with our request above. It is business and we must pursue the same courses with scores of others in a day, and is not intended to reflect the least upon your standing.

Your order is entered and as soon as we hear from you, we will rush out the goods.

Yours very truly,

L. F. GRAMMES & SONS

Dict. by  
A.H. Grammes  
GAD-29



# PHILIP FLORIN

MANUFACTURER OF  
**LEATHER BILL FOLDS - WALLETS - PURSES -  
MANICURE SETS AND SPECIALTIES**

465 - 467 BROOME ST.

**NEW YORK**

Mar. 22nd, 1920.

Leo. O. White,  
1509 Main St.,  
Coshocton, Ohio.

Dear Sir:-

We have received the samples sent us under date of Mar. 20th. and beg to advise you that the prices quoted to us are too high. We are buying this merchandise in larger quantities than 100 at a time and if you are able to lower your price in larger quantities, we suggest that you quote us in five, ten, fifteen, twenty and twenty five gross lots.

We are also sending you under separate cover, a sample of a common sense purse with a metal frame. We could furnish you with the frame. What would your price be for this article in black, brown and cross grain black. What deliveries could you make? The frame would be charged to you at <sup>2</sup>75 <sup>94</sup> and would be sent to you in quantities of five, ten, fifteen, twenty and twenty five gross.

Please let us have this information at once and see if you cannot lower your price.

Yours truly,

PHILIP FLORIN.

Per. *Boris Cassin*

LH:HP.

## MANHATTAN SALES CO.

FANCY LEATHER GOODS

1123 BROADWAY

NEW YORK

Oct - 26<sup>th</sup> 1920

Leo O. White  
Coshooton, Ohio

Dear Sir

I am in receipt of your letter re cigar & cigarette case frames. I went out of the frame business the first of the year. I think there are few firms making these frames here and would try to get a list for you if you so desired. I note you are in the leather goods line, what do you make? I might be able to sell your line here and would be glad to hear from you. At the present I sell for three firms. They ship the goods and I settle with them weekly and carry the accounts. Have two men out-selling and plan next year to put more out and to have a fine New York show room

Yours very truly  
Douglas R. Hensley

ESTABLISHED 1878.

# THE CHICAGO RAWHIDE MFG. CO.

W. H. EMERY, PRESIDENT.  
JOHN T. EMERY, TREASURER.

**MECHANICAL LEATHER GOODS**

1267-1301 ELSTON AVE.

ALL AGREEMENTS SUBJECT TO  
STRIKES, ACCIDENTS AND DELAYS  
BEYOND OUR CONTROL.

TELEPHONES MONROE 6760-6761; 6762.

CABLE ADDRESS "RAWHIDE" CHICAGO.

## CHICAGO

Member American Supply and Machinery Manufacturers' Association

October 17, 1921.

Mr. Leo H. White,  
Coshocton, Ohio.

Dear Sir:-

Bag and case makers that are using our new process Pyroxolin finished leather are busy. Part of their prosperity is due to the quality of our product. It is the equal of grain leather and has never been known to crack, peel or spue.

Our prices are as follows: Terms, 2%  
10 days, 30 net, f.o.b. Chicago.

Heavy Bag Slab or Butt Splits - Black	---10¢
Colors	----11¢
Special Whole Hides - Black	-----11¢
Colors	----12¢
Number 1 Whole Hides - Black	-----12¢
Colors	----13¢

This leather is perfect and we make it in all grains and colors. You should use it. It will help sell your bags. Send in a sample cutting to show grain and tell us just what you will need at this time.

Yours very truly,

HAC\*PF.

THE CHICAGO RAWHIDE MFG. CO.

P.S. We are also manufacturing "IMAHIDE" a high grade imitation leather.



IF MADE OF HIDE FOR MECHANICAL PURPOSES WE MAKE IT



# Universal Check Cover Co.

MANUFACTURERS OF

LEATHER POCKET CHECK COVERS  
PASS BOOKS AND SPECIALTIES

POCKET CHECK-BOOK COVERS  
BANK PASS-BOOKS  
SAVING PASS-BOOKS

BILL FOLDS  
KEY-CASES - MEMO BOOKS  
LEATHER GOODS FOR ADVERTISERS

Springfield, Ohio

SPECIAL OFFER

TO OUR

OLD CUSTOMERS

You may order genuine Leather Check Covers from the enclosed swatches and Pass Books to match, bound in leather, at the following prices which include gold stamping from pure leaf gold:

<u>CHECK COVERS:</u>	<u>1,000</u>	<u>600</u>	<u>300</u>	<u>150</u>	<u>100</u>
Centerfold Style - Black Levant or Smooth Black Leather	12¢	12½¢	13¢	13½¢	14¢
Same in Brown Spanish Cowhide	10¢	10½¢	11¢	11½¢	12¢

NOTE: For other style covers please write for prices.

PASS BOOKS:

Bound in leather to match above covers - cut flush edges.

Black Levant Leather	8¢	8½¢	9¢	9½¢	10¢
Smooth Black Leather	8¢	8½¢	9¢	9½¢	10¢
Brown Spanish Cowhide	7¢	7½¢	8¢	8½¢	9¢
Imitation Leather, turned edges	6½¢	7¢	7½¢	8¢	8½¢

NOTE: For windows or printed flyleaf please add 2¢ each extra.

MONYFOLDS:

Combination Billfold and Check Cover.

Brown Morocco Grain Leather	18¢	18½¢	19¢	19½¢	20¢
Black Levant Grain Leather	18¢	18½¢	19¢	19½¢	20¢

We guarantee satisfaction or you need not accept the goods.

Very truly yours,

JRM:JS

UNIVERSAL CHECK COVER COMPANY



September  
1931.

Postage  
Will Be Paid  
by  
Addressee

No  
Postage Stamp  
Necessary  
If Mailed in the  
United States

**BUSINESS REPLY CARD**

First Class Permit No. 25, Sec. 562 P. L. & R., Springfield, Ohio

**Universal Check Cover Co.**

**Springfield, Ohio**



UNIVERSAL CHECK COVER CO.

Springfield, Ohio

Gentlemen:

Please enter our order for ..... Pocket CHECK COVERS, in Brown  
(quantity)

Glazed Cowhide, for delivery { Now  
30 days

We prefer CHECK COVERS in { Black  
Assorted Colors and ask that you kindly submit quota-  
.....

tions for same in { Smooth leather.  
Grained

We { are interested in leather-bound Pass Books to match the CHECK COVERS'  
are not

Please quote prices for .....  
(quantity)

We have a few CHECK COVERS on hand now, but would be pleased to have you contact  
us regarding same about .....  
(date)

Per .....