



EXCELSIOR MOTOR MFG. & SUPPLY CO.

EXCELSIOR AND HENDERSON
MOTORCYCLES

3701 CORTLAND STREET
CHICAGO, ILL.



May 28, 1931.

Shelly & Whitehead,
112 N. 6th St.,
Allentown, Pa.

Gentlemen:

As previously advised, we are still in production on the SUPER Excelsior, and are considerably surprised to note that we have received no orders from you for them. We are wondering if you are making any effort to sell these little machines, which you probably know are vastly superior to anything we have heretofore produced. They are not only smoother, quieter and more flexible, but are developing speed in excess of that warranted by a machine of 45 cubic inches displacement.

We are prepared to ship these quickly in the different colors - sage green, grass green, maroon and black; also with cream paneled tank, if desired, at \$5.00 list extra, and cream paneled tank and two-inch stripes down the guards at \$7.50.

We appreciate that the spring has been late, and there has not been as much activity as could have been expected, but everything indicates that we will now have some good weather, and we hope that you will be successful in disposing of a few of these machines.

Kindly let us hear from you as to what we may expect in the way of SUPER orders for the next thirty days.

Yours very truly,

EXCELSIOR MOTOR MFG. & SUPPLY CO.

Ed Haynes
Manager of Sales.

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