

*Prices*

Norris Street  
North Coburg  
Victoria

*R.J.*



From S.C. MARTIN

To ALL STATES

Subject NEW PRODUCTS - CAR STAND

Date 2.5.78  
Ref. No. S/78/144  
SCM/dt

Dawn have recently developed another new product in the form of a car stand which is used by Mechanics, Panel Beaters etc. to support vehicles whilst repairs are being carried out.

We realize that there are a number of opposition products already on the market but we have, we believe, a product of high quality and appearance, which because of strength (10 tonnes) per pair and price, our Melbourne survey shows is competitive with those already available.

These stands will be packed in cartons containing two units as they are usually bought in pairs and orders must be taken in multiples of two.

✓ | Nett price will be \$30 per pair and a discount of 10% will apply to all orders of five pairs or more and we will not be setting a recommended retail price.

A sample of these stands will be forwarded to you immediately and we plan to send you stocks in the near future.

This product will be included in the next catalogue and we are also considering a new product brochure to assist in selling it.

Features are:

1. Heavy duty cast iron base.
2. Accurately machined acme screw, allowing fine adjustment as opposed to the pin type.
3. No welded components to fracture underload.
4. Tested to three times its rated capacity.

Code Number will be 127028.

A guide to the potential of this new product in your State would be appreciated, at your earliest convenience, to enable us to plan our production to ensure continuity of supply.

S.C. MARTIN