

GRANJA AVICOLA SANTA BARBARA

HACIENDA SANTA BARBARA, E. DE MEX.
[KILOMETRO 29 CAMINO NACIONAL MEXICO-PUEBLA]

Ixtapaluca, Edo., de Mexico, Mex.

July 29, 1930,

The A.I. Root Company,
Medina, Ohio, U.S.A.,

Gentlemen:-

Besides our own business in poultry in this farm, we would like to add some bees and herewith we request you please mail us your illustrated literature, showing export prices, discounts, etc.

We run a store in Mexico city where we sell poultry supplies and we think it would be profitable to keep in stock supplies for bee keepers; in this connection we would like to handle your own and also we would like to know if you could appoint us your sole representatives to handle your goods in Mexico city.

We expect to have a catalog very soon, printed in Spanish and we could advertise several of your goods etc. If you will please let us have your illustrated literature, as above mentioned, undoubtedly we would send in our first order to begin with.

Please let us have your opinion along this line and thanking you in advance for same, we remain,

Very truly yours,
Granja Avicola Santa Barbara,
Ixtapaluca, Edo., de Mexico, Mex.

Ing. G.M.Santander, Mgr.

CMS/G.

The A.I. ROOT COMPANY



*Beekeepers Supplies
Honey*

ESTABLISHED 1869

Medina, Ohio.

August 5, 1930.

Granja Avicola Santa Barbara,
Ixtapaluca, Edo, Mexico.

Gentlemen: Attention - C. M. Santander, Mgr.

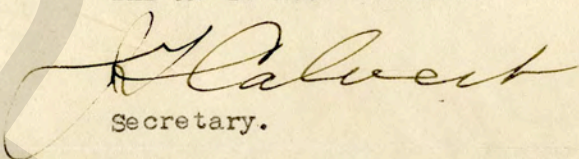
We are pleased to mail you the English and Spanish edition of our catalog, a booklet on Three-Ply foundation, and one or two other booklets on beekeeping.

Sorry we could not give you an exclusive agency in Mexico City, but we are already represented there by Adrian Balme, Apartado 628, Mexico City. It is not customary for us to grant exclusive territory.

We enclose a slip giving agents' terms and will be pleased to serve you in any way we can.

Very truly yours,

THE A. I. ROOT COMPANY.


Secretary.

JTC-IB



Contestada



Dealer Discounts

Applying to Current Retail List of The A. I. Root Company from January 1, 1930, to July 31, 1930, or till New Discounts Are Announced.

Following scale of discounts and conditions applies:

For Shipment to Dealer for Stock.	For Shipment Direct to Dealer's Customers.
\$200.00 to \$500.00.....15 per cent	10 per cent irrespective of quantity ordered. Such shipments will be considered in dealers' quantity of purchases.
501.00 to 750.00.....17½ per cent	
Over 750.00.....20 per cent	

The above scale of discounts applies on Root "Quality" supplies excepting paint, glass and tin honey packages, corrugated shipping cases, labels, honey leaflets, stationery and shipping tags, advertising plates, "Honey as a Food" booklet, bees and queens, bench extractor, books not published by us, repair parts, special made goods not listed in catalog. The discount on these is 5% only, whether shipment is made direct to you or your customer.

The regular dealers' discounts are allowed on books published by us as follows:

- "The A B C and X Y Z of Bee Culture."
- "Langstroth on the Hive and Honeybee."
- "Honey Plants of North America."
- "Mysteries of Beekeeping Explained."
- "Starting Right With Bees."
- "Queen Rearing Simplified."
- "Beekeepers' Ten Cent Library."
- "Fifty Years Among the Bees."
- "Beeswax."

Postage extra when mailed.

Discounts on 2-year subscriptions to Gleanings in Bee Culture, either alone or in combination with other journals, 25c, and all combinations with other journals to be sent to Medina to be filled; discount on 2-year subscriptions to Gleanings in Bee Culture in combination with all books, 15% discount on the combination price. (Postage extra.)

The amount of your stock order based on the retail list price, will govern the discount allowed on all orders for that season. Your discount rate for subsequent seasons will be governed by the total preceding year's business given us. The stock order for succeeding years must exceed \$200.00.

The amount of all orders on which the dealer's discount applies must be based on prices shown in our current retail catalog with corrections to date of receipt of order.

All quotations f. o. b. shipping point.

Rail New York City

TERMS: Cash with order or before shipment to parties with whose financial responsibility we are not acquainted. 2% off net invoice for cash in 10 days; net 30 days.

NOTICE: Terms and prices subject to change at any time. All quotations, agreements, accepted orders and contracts are contingent upon strikes, accidents, fires, delays to carriers, and all other unavoidable delays beyond our control, which include delivery of raw material

The A.I. ROOT COMPANY



*Beekeepers Supplies
Honey*

ESTABLISHED 1869

Medina, Ohio. March 15, 1932.

IN REPLY TO
YOURS OF 3/5/32.

Traducción

Granja Avicola "Santa Barbara",
Apartado Postal Numero 1053,
Mexico, D. F., Mexico.

Attention: Mr. C. M. Santander.

Gentlemen:

Thanks for your letter of March 5th. Enclosed is a copy of our Spanish and English catalog, together with pink sheet giving discounts.

You will notice that we have changed this discount sheet, giving you a higher discount than usual. Providing you can send us orders of \$100.00 or over, we will allow you a special discount of 25%, this applying on our complete list with the exception of the few items mentioned on the discount sheet. All quotations are f.o.b. rail New York City, goods packed for export at no additional charge. Terms subject to references, sight draft attached to bill of lading.

To the houses distributing our line, we guarantee the closest co-operation, furnishing catalogs in Spanish, and other literature, helping in every way to make sales. In addition to the many dealer helps we have available, we offer our 50 - 50 advertising proposition, under which we pay half of the local advertising which has our approval.

Honey production in Mexico is developing to very important proportions. Why not take care of the demand for beekeepers' supplies in your territory? Our equipment is known by every leading beekeeper in the world and the name is the synonym of the highest quality at the lowest prices.

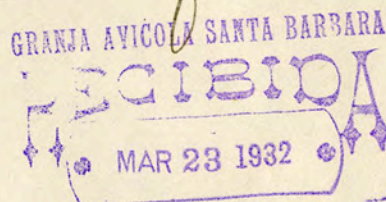
All good wishes.

Yours very truly,

THE A. I. ROOT COMPANY

Chas. S. Tollafeld
Sales Manager.

CGT:FM
C's, encl.



Contestada.....

A. I. ROOT COMPANY

MEDINA, OHIO.

Marzo 15, 1932.

Granja Avicola Santa Barbara,
Mexico, D.F.

Atención: Sr. C.M. y Santander

Muy señores nuestros:

Gracias por su carta de Marzo 5. Adjunto está copia de nuestro catálogo en inglés y español, junto con una hoja color rosa dando precios y descuentos.

Notarán Uds. que hemos cambiado ésta hoja de descuentos, dándoles descuento más alto que de costumbre. Pudiendo remitirnos pedidos de \$100.00 o más les permitiremos descuento especial de 25%, aplicándose ésto a nuestra lista completa con la excepción de los pocos artículos mencionados en la hoja de descuentos. Todas las cotizaciones son l.a.b. F.C. Nueva York, las mercancías empacadas para la exportación sin cargo adicional. Plazo sujeto a referencias, letra a la vista adjunta a la nota de cargamento.

Garantizamos nuestra cooperación más apegada a las casas distribuidoras de nuestras mercancías, surtiendo con catalogos en español, y otra literatura, ayudando en todas las maneras hacer ventas. En adición a las muchas ayudas para distribuidores que tenemos disponibles, ofrecemos nuestra proposición de 50-50 para el anunciarse, bajo cual pagamos la mitad dellos anuncios locales que tienen nuestra aprobación.

La producción de miel en México se está desarrollando en proporciones muy importantes. Por qué no encargarse de implementos para apicultores en su territorio? Nuestro equipo es conocido por cada apicultor sobresaliente en el mundo entero y el nombre es el sinonimo de la calidad más alta a los precios más bajos.

Suyos muy lealmente,
THE A.I. ROOT COMPANY
Chas. G. Tollafiled
(Rúbrica)
Gerente de Venyas.

TRAD. MEM
MAR. 23, 1932.

THE A.I. ROOT COMPANY

ESTABLISHED 1869



MANUFACTURERS OF
**BEEKEEPERS
SUPPLIES**

Educational
LETTERS-
A B C
- WOOD
Specialties

CABLE ADDRESS
"ROOT, MEDINA"
CODES
WESTERN UNION
UNIVERSAL 5 LETTER



MEDINA, OHIO. February 24, 1932.

*Aunque aun no
entramos en la linea
de apiculturas, si deseamos
dedicarnos al
comercio de
implementos de
apicultura
que la situacion
mejore un poco.
Por lo pronto
les suplicamos
dearnos que
nosotros que
hacemos
hacemos*

C. My Santander,
(Granja Avicola Santa Barbara)
Apartado Postal 1053,
Mexico, D.F. Mexico.

Muy señor mio:

La producción de miel resulta cada día más atractiva y ofrece mayores beneficios a los agricultores.

La demanda por enseres para Apicultores, tales como colmenas, extractores y otros materiales, según aparecen en el adjunto catálogo, es una beneficiosa adición a las existencias de aquellas casas activas que hacen negocios con los agricultores.

Siendo nosotros los manufactureros de materiales para la Apicultura mas grande del mundo, estamos en condiciones de ofrecer una línea completa y de prestar ayuda para su venta, lo que sabemos es apreciable.

Porqué no trabajar ese mercado y mantener existencias de nuestros productos? Debido a nuestros sesenta años de experiencia en el negocio podemos cooperar eficientemente para atraer la demanda de los apicultores en su territorio por estos artículos.

Aproveche esta oportunidad de hacer mayores utilidades.

Sus Attos. amigos y ss. ss.,

THE A. I. ROOT COMPANY

Chas. S. Hollafield
Gerente de Ventas.

CGT-ESC

GRANJA AVICOLA SANTA BARBARA

RECIBIDA
MAR 5 1932

Mar-5-1932



HOME OF THE HONEY BEES

All prices and quotations herein contained are for immediate acceptance unless otherwise stated. All agreements made contingent on accidents, delays in transportation, or other causes beyond our control. Prices subject to change without notice. Stenographical or other clerical errors subject to correction.

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Marzo 5, 1932.

Srs. A.I. Root Co.,
Medina, Ohio, U.S.A.

Muy señores nuestros:

Nos referimos a su circular del día
24 del pasado mes de febrero.

Aunque aún no entramos en la línea de
Apicultura, si deseamos dedicarnos al comercio de
implementos apícolas, pues esperamos que la situación
mejore un poco.

Por lo pronto les suplicamos decirnos
qué descuento pueden hacernos para nosotros poder ha-
cer nuestros calculos.

Somos de Uds. en espera de sus gratas
noticias, Aftmos. Attos. y SS. SS.

GRANJA AVICOLA "SANTA BARBARA"

CMS/MEM