



minolta corporation

WESTERN SALES DIVISION
14204 S. PRAIRIE • HAWTHORNE, CALIFORNIA 90250

Los Angeles 213 772-3257
Hawthorne 213 644-3678
San Francisco 415 392-2823
Seattle 206 243-5333
Portland 503 243-0534

November 20, 1968

Dear Dealer:

Our Christmas Program was a great success and created shortages. However, our inventory has been replenished. Therefore, we are extending our Christmas Program to November 30, 1968, to give all dealers an opportunity to put in an adequate inventory of Minolta Products for the holiday season.

Now is your last chance to get in on some of the buys which will help you make EXTRA PROFIT.

Enclosed in this envelope you will find:

1. A repeat offer of our Christmas Promotion
2. New Minolta Products
3. Revised Price Lists
4. An all line brochure (available from your salesman upon request)

Your Minolta Sales Representative will be visiting you shortly. Please ask him to let you in on some free advertising which we hope you will participate in your major local newspaper. Minolta will be advertising in the following papers on the dates specified.

NEWSPAPER	EDITION	ISSUE
Los Angeles Times	M	December 6; 20
San Francisco Chronicle & Examiner	M & E	December 5; 6; 19; 20
Portland Oregonian Journal	M & E	December 5; 6; 19; 20
Seattle Times	E	December 6; 20
Tucson Star Citizen	M & E	December 5; 6; 19; 20
Phoenix Republic Gazette	M & E	December 5; 6; 19; 20

On behalf of the Staff of the Minolta Corporation we wish to extend to you a MERRY CHRISTMAS and a HAPPY NEW YEAR!

Sincerely yours,

Lou Surdin

Regional Sales Manager

minolta - THE NAME QUALITY MADE FAMOUS