



STOCK REMOVAL

\$100,000 OF EXCESS INVENTORY MUST HURRY IN - THE STORE IS LOADED -

NO MONEY DOWN - IMMEDIATE

SEARS, ROEBUCK and CO.
INTER HOUSE CORRESPONDENCE
 DEPT. NO. OR STORE NO. 2109 NAME MR. W. E. GANTER
 TO STORE: KLAMATH FALLS STORE NO. 7125 STORE PACIFIC NORTHWEST ZONE DATE JAN. 21, 1963
 FROM STORE NO. 7125 STORE Klamath Falls DATE 2-18-63

Dear Bill:

You will, with a satisfactory recovery, be almost \$100,000 over your inventory budget. Please go to a much lower ratio of orders placed to sales made. We cannot afford the interest charges and the risks of markdowns.

Please let me know you will get in line in a reasonable period of time, with a copy to Carle LaPont.

Very Truly Yours,
 PRICE SULLIVAN

SEARS, ROEBUCK AND CO.
INTER HOUSE CORRESPONDENCE
 DEPT. NO. OR STORE NO. 7125 NAME Mr. W. P. Sullivan
 TO STORE: Seattle, Wash. STORE NO. 7125 STORE Klamath Falls DATE 2-18-63
 FROM STORE NO. STORE Klamath Falls DATE 2-18-63

Dear Sir:

Please refer to your letter of January 21, 1963. I would have answered sooner but wanted to wait until the final results of our recent inventory were available.

You are correct. We are \$100,000 over our inventory budget.

The staff and I will take immediate action to relieve this situation.

It seems to me that the fastest way to accomplish this is to cut prices drastically and advertise our cut prices to the public.

Please be assured that we will work hard on this matter and will bring our inventory into line with our budget before the middle of March.

Very truly yours,
 Wm. E. Ganter

SEARS, ROEBUCK AND CO.
 RETAIL STORES

Everett L. Leach, Builder
 P.O. Box 43, Midland, Ore.
 Dear Everett:

I have been requested to cut my inventory by \$100,000.

Most of this excess is in the heavy appliance lines.

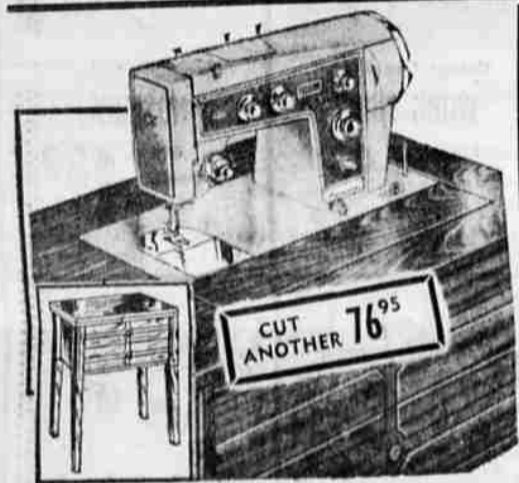
We have moved large quantities of these items to our store in order to have them right at the point of sale.

The removal of this goods from our warehouse reduces the load on the floor and makes more room for you and your men to work on the repairs needed and as you quoted in your bids of September 27 and November 15.

I would greatly appreciate it if you would come in to see me at the earliest possible date.

Very truly,
 Wm. E. Ganter, Mgr.

FREE IMMEDIATE DELIVERY OR



YOU HAUL AND SAVE ANOTHER \$5

New Zig-Zag Kenmore Sews 2 Colors at Once

Cut Another **76.95**

To A Low, Low Removal Sale Price of ONLY **\$198**

NO PAY TILL MAY—NO MONEY DOWN

New instant setting to select starting point of decorative pattern. Has push-button forward or reverse sewing. New double-needle threader and new adjustable needle plate. Accessory case.



FREE Set of Lamb's Wool Buffing Pads

FREE Set of Steel Wool Wax Remover Pads

Gravity Feed! Gives you the smooth, even wax or shampoo flow you need.

Shampoo-Kill! New brushes swirl dirt with just a touch of soap to your rug.

Low Sale Price As Quoted Is The You-Haul Price

2-SPEED GENUINE KENMORE FLOOR POLISHER

Cut Another **21.95**

To A Low, Low Removal Sale Price of **\$48**

NO PAY TILL MAY—NO MONEY DOWN

Fingertip controlled shampoo dispenser assures even flow. Built-in headlight lights up dark work area. Scrubs, waxes, polishes, buffs, even sands, with optional kit.



GENUINE Kenmore Automatic 30-in. Electric Range

Cut Another **51.95**

To A Low, Low Removal Sale Price of ONLY **\$189***

NO PAY TILL MAY—NO MONEY DOWN

Clock-controlled oven has Visi-Bake window. Fluorescent-lit backguard with clock, timer and timed appliance outlet. Full-width storage drawer, oven light, infinite heat switches.



Space-Saving Rangette Has Big Oven Capacity

Cut Another **51.95**

To A Low, Low Removal Sale Price of ONLY **\$98***

NO PAY TILL MAY—NO MONEY DOWN

Ideal for a summer home or anywhere space is short. Lots of room in the 17-in. oven with automatic thermostat and signal light. Fully porcelainized. 7 heat switches. UL listed.



NO MONEY DOWN

on Sears Easy Payment Plan

No Payment Till May

Up to 36 Months to Pay

Ask Sears salesman how you can have up to 3 full years to pay for Sears Home Appliances.

Sears does not establish artificial "list" prices to allow so-called "discount" or "trade-in" prices. Sears original prices are low prices.

Sears expert service is as near as your telephone anywhere in the U.S.A.

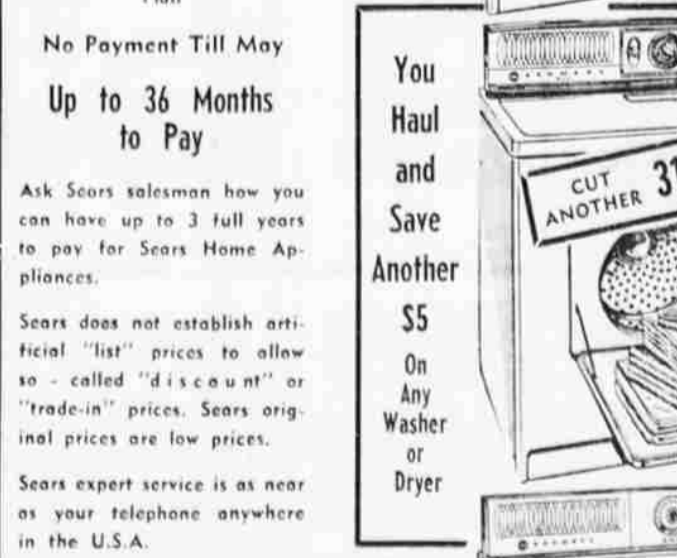
Kenmore 12-Lb. Capacity Automatic Washer

CUT ANOTHER **31.95**

To A Low, Low Removal Sale Price of ONLY **\$168**

No Trade-in Required

- Set once to fill, wash, rinse, spin-dry!
- 12-lb. capacity lets you wash larger loads
- 3 wash-water temperatures: Cold, Warm, Hot
- Built-in lint filter, big 6-vane agitator



FREE SUPPLY OF SOAP With Each Washer

FREE Supply of Sta-Puf Rinse With Each Washer

GENUINE KENMORE 2-Speed, 3-Cycle Kenmore Automatic Washer

Cut Another **41.95**

To A Low, Low Removal Sale Price of ONLY **\$198**

- Normal, Delicate, Wash 'n Wear cycles for all-fabric safety
- Five wash-water temperatures
- 12-lb. capacity, safety switch
- 6-vane agitator, lint filter!

NO PAY TILL MAY—NO MONEY DOWN

3-Cycle Electric Dryer

GENUINE KENMORE

Cut ANOTHER **31.95**

To A Low, Low Removal Sale Price of ONLY **\$128**

- Normal, Delicate, Wash 'n Wear cycles
- 5 heat settings. Big 10-lb. capacity
- Top-mounted lint filter. Load-A-Door

NO PAY TILL MAY—NO MONEY DOWN

FREE DELIVERY or YOU HAUL IT and SAVE another \$5 to \$10

Genuine Kenmore Automatic **Electric Dryer**

CUT ANOTHER **31.95**

To A Low, Low Removal Sale Price of ONLY **\$98**

NO PAY TILL MAY—NO MONEY DOWN

Heat cycle plus "Air" for fluffing clothes. Timer assures safe drying for all fabrics. Enameled finish fights rust, stains, chips. Lint screen, safety switch and Load-A-Door.

Shop Friday Till 9 P.M.