



URGE YOUR CUSTOMERS TO SPECIFY ALL NEW
FACTORY ENGINEERED SHORT BLOCK ASSEMBLIES

As you know, there are many advantages in using Onan short block assemblies, as opposed to gambling with a rebuilt engine assembled from "will fit" parts.

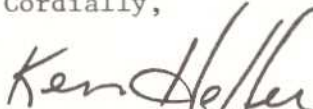
First of all, a short block assembly is really the heart of an engine, built from all new, dimensionally correct parts which meet the tolerances of original production. The use of factory assembled Onan short block assemblies often saves valuable dollars, as compared to the time needed for reboring, and down time required to rebuild engines. In addition, only Onan short block assemblies are specifically designed, engineered and guaranteed as replacements in the major overhaul of Onan equipment.

The Onan Parts Department has established an inventory of the fastest-moving short block assemblies. The full listing is included in the enclosed short block assembly catalog, 932-0109. Also enclosed is a new promotion sheet covering the benefits and important features of Onan short block assemblies.

We urge you to promote and use this literature as a foundation for your own short block assembly merchandising programs; the pieces are designed to complement other Onan parts literature and act as both an integral portion of a major campaign or stand alone as a single promotion.

Fill out the coupon below, and get set for an integrated Onan short block assembly merchandising program in your territory.

Cordially,


Ken Heller, Manager
Parts Department

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Mail to: Ken Dent
Office Supplies

Please send me _____ copies of F-408, Short Block Promotion Literature
Also mail _____ copies of 932-0109, Short Block Assembly Catalog.

COMPANY NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____