



Elec-Trak[®] **NEWS**

Garden Tractor

73-6

RECEIVED

MAR 26 1973

March 23, 1973

R. M. FISHER

SALES REPORT - PROSPECTS EXCELLENT

The early returns from our Elec-Trak garden tractor advertising program look great.

The Southern region, where the advertising has already hit, is seeing record prospects and fast retail movement. A dealer in Indianapolis had 100 calls in one day. An Alabama dealer sold 11 Elec-Traks in one week. Five North Carolina dealers sold out in the week after the newspaper insert hit the streets. 40 calls, 3 days in a row was the mid-week score of an Ohio dealer. And one poor fellow in Tennessee called last week "complaining" he was swamped with Elec-Trak business!

Closer to home - Next week may well be the start of the biggest retail sales period in OPEO history as the newspaper inserts will appear in a number of major Sunday papers including the New York Times and the Philadelphia Bulletin.

\$UGGESTION AWARDS\$

Barbara West	\$ 15.00
Chuck Hewitt	10.00
Janet Hofmann	10.00
Ted Sanges	10.00
Larry St. John	10.00

OPEO - 1973 VACATION PERIOD

OPEO will have a concentrated vacation period this year during fiscal weeks 32 and 33, that is from August 6 through August 17, 1973.

ST. CLARE'S HOSPITAL BUILDING FUND DRIVE

We want to thank all those who participated in St. Clare's Fund Drive as solicitors and as contributors. OPEO people pledged a total of just over \$2700. Thanks again.



WORK SAFE - PLAY SAFE

WHAT IS IT? Suddenly released, it can maim, tear or implant matter into a man's body.

Frequently misused, it is found throughout the plant, often in use as a "cleaning aid."

Men have used it improperly to clean parts, fixtures, machines, floors -- even themselves. When used to blow dust off clothing or out of hair numerous eye and ear injuries result.

This dangerous plant companion -- compressed air -- loses its value when common sense and preliminary cautions are ignored.

- Compressed air should be used only when required by the job. Brushes or other tools should be used in clean-up.
- Wear proper eye protection when using compressed air. This may mean face shields over safety glasses, goggles or ordinary glasses with side shields.
- When using, always direct air stream away from you and others.
- Never use compressed air for practical jokes.
- Clear work area before using.
- Stop the flow of air at the base control valve when changing the tool at the end of a compressed air line.
- Before allowing air into the air hose, check the hose's condition.
- If adjoining machines are in the line of fire, a shield between machines is advisable.