



SPARTAN

Mobile Homes

37'
\$5795.00



Lewis Trailer Sales
1724 W. LEWIS ST. P.O. 8431
PASCO, WASHINGTON



Before you buy a mobile home, visit the Spartan Factory if you can. Then visit the other mobile home factories. You can see for yourself which factory gives you the greatest value.

"A manufacturer is no better than his factory." We are proud of this splendid, modern, mass-production factory, costing \$5,000,000.



MANUFACTURING PLANT OF
SPARTAN AIRCRAFT COMPANY
1900 N. SHERIDAN ROAD
TULSA, OKLAHOMA

*Where the World's Finest Mobile Homes are built
By the most modern mass-production methods*

SPARTAN *Mobile Homes*



Center Bay of the Modern Spartan Factory

HIGHEST STANDARDS OF MASS PRODUCTION MAINTAIN CONSTANT **SPARTAN QUALITY**



- Only in Spartan Mobile Homes do you find:
- All-riveted, all-aluminum construction
 - Constant inspection during manufacture
 - Aircraft design and engineering
 - Best towability due to relatively light weight and balance
 - Dove-tailed drawer construction

ARE BUILT TO GIVE YOU MORE FOR YOUR DOLLAR



The foundation . . . Spartan's all-steel, all-welded perimeter frame.

All-aluminum, all-riveted construction . . . aircraft design throughout for strength, good appearance and long life.



All Spartans are leak-tested all over.



Spartan-designed windows . . . water-tight, yet comfort-zone ventilation.

Spartan maintains its distinctive appearance by exterior casings made on this huge hydraulic press.



All wiring in conduits and safety-grounded.





Spartan
kitchens
feature
of the
largest

SPARTAN

*Interiors for Home Making
and Comfortable Living*

IT'S WISE TO
REMEMBER: A
MANUFACTURER
IS NO BETTER
THAN HIS
FACTORY

You will find only famous-name appliances in Spartan Mobile Homes. You will find the latest design furniture in Spartans . . . and you will find that it is made in the Spartan factory and guaranteed by them. Spartans are made by the world's largest manufacturer of Mobile Homes.



All Spartan Kitchens were designed with the housewife in mind . . . double sink, swing faucets, angle storage area accessible through large doors . . . good ventilation . . . full size cook stove . . . water heater.

Spartan Interiors are designed by nationally-known experts . . . the floor-plan and cabinet locations evolve from experience with thousands of Spartan Mobile Home users who helped improve Spartans.



Long-life, dual purpose divans made in the Spartan factory are of the highest quality.



Bedrooms either with twin or double beds . . . good ventilation beds and furniture made by Spartan.



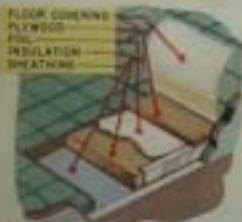
Shower, tub, lavatory, flush toilets in all Spartans.



Modern, adjustable light fixtures . . . matching finish.



Highest quality wall light fixtures . . . adjustable.



Floor design and insulation . . . cool in summer, warm in winter.



Ceiling design and insulation . . . heat penetration held to a minimum.

Diets designed for comfort and convenience . . . good ventilation.



SPARTAN SERVICE CENTERS

ARE LOCATED FOR YOUR CONVENIENCE

THROUGHOUT THE NATION AND CANADA

- | | | | | |
|---|--|--|--|--|
| ALABAMA
Birmingham
Daphne
Montgomery | GEORGIA
Albany
Augusta
Columbus
Savannah | MARYLAND
Baltimore
College Park | Harris
Rappahannock | Chamberlain |
| ARIZONA
Phoenix
Tucson | IDAHO
Boise
Lain Falls | MASSACHUSETTS
Oxford
Westboro
West Peabody | NEW YORK
East Syracuse
Hudson
Yonkers | TENNESSEE
Chattanooga
Knoxville
Nashville |
| ARKANSAS
Ft. Smith
Hot Springs
Little Rock
West Memphis | ILLINOIS
Aurora
Burlington
Carmel
Chicago
Carmel Valley
Metropolis
Moline
Ogle
Peoria
Rockford
Taylorville
Waukegan | MICHIGAN
East
Grand Rapids
Jackson
Farmington
Van Dyke | NORTH CAROLINA
Charlotte
Fayetteville
Greensboro
Jacksonville
Raleigh | TEXAS
Abilene
Amarillo
Austin
Beaumont
Big Spring
Corpus Christi
Dallas
El Paso
Grand Prairie
Houston
Kerrville
Longview
Odessa
San Antonio
Sherman
Texas City
Victoria
Waco
Wichita Falls |
| CALIFORNIA
Bakersfield
Colton
East Palo Alto
El Monte
Fresno
Long Beach
Los Angeles
Modesto
North Sacramento
Redding
Sacramento
San Diego
San Leandro
Santa Barbara
Santa Maria
Stockton
Van Nuys | INDIANA
Evansville
Indianapolis
Mishawaka
Knox
Lafayette | MINNESOTA
Duluth
Fairmont
Marshfield
St. Paul | NORTH DAKOTA
Williston | UTAH
Salt Lake City |
| COLORADO
Colorado Springs
Denver
Pueblo | IOWA
Keokuk
Sioux City | MISSISSIPPI
Biloxi
Jackson | OHIO
Canton
Cincinnati
Columbus
Dayton
Greenville
Lorainville
New Philadelphia
New Weston
Silsby
Steubenville
Toledo | VIRGINIA
Alexandria
Norfolk
Richmond
Roanoke |
| CONNECTICUT
Westport | KANSAS
Garden City
Kansas City
Manhattan
Salina
Topeka
Wichita | MISSOURI
Joplin
Kansas City
Kennett
Kirkswood
St. Joseph
St. Louis | OKLAHOMA
Enid
Lawton
Muskogee
Oklahoma City
Tulsa | WASHINGTON
Pasco
Seattle
Spokane
Tacoma |
| DISTRICT OF COLUMBIA
Washington | KENTUCKY
Ashland
Lexington
Louisville
Vine Grove | MONTANA
Billings
Missoula | OREGON
Baker
Eugene
Hazelton Falls
Portland
The Dalles
Umatilla | WEST VIRGINIA
Bluefield
Martinsburg |
| DELAWARE
Wilmington | LOUISIANA
Alexandria
Baton Rouge
Bossier City
Lake Charles
New Orleans | NEBRASKA
Omaha | PENNSYLVANIA
Allentown
East Lancaster
Erie
Everett
Langhorne
Middletown
Monaca
Pittsburgh
State College | WISCONSIN
Caledonia
Ford St. Jan
Madison
Menominee |
| FLORIDA
Bornton Beach
Daytona Beach
Ft. Lauderdale
Jacksonville
Lakeland
Melbourne
Miami
Orlando
Panama City
Pensacola
Perry
Sarasota
St. Petersburg
Tampa | MAINE
South Portland | NEVADA
Las Vegas
Sparks | SOUTH CAROLINA
Barnwell
Greenville
Naval Base
West Columbia | ALASKA
Anchorage |
| | | NEW HAMPSHIRE
Keene
North Hampton | SOUTH DAKOTA
Brookings | CANADA
SWITZERLAND
Geneva |
| | | NEW JERSEY
Bordentown
Elizabeth
Gloucester
Lodi
West Trenton
Bordentown | | |
| | | NEW MEXICO
Albuquerque
Clovis
Farmington | | |



SPARTAN

TRAILER DEPOTS



One of the outstanding reasons for the wide acceptance of Spartan Mobile Homes is the unequalled service rendered by Spartan Dealers throughout the U.S.A. Spartans are manufactured just like automobiles . . . using identical parts in the same model . . . therefore if your Spartan needs servicing your Spartan Dealer will replace any worn or damaged part with a new part that was made on the same machine from the same

blueprint and it will fit properly . . . no need for makeshift repairs to your Mobile Home, if it is a Spartan . . . Also, Spartan Dealer Servicemen have the benefit of factory training and factory servicemen in caring for your Spartan. There are many Spartan owners now living in their second, third or even fourth Spartan and one of the principal reasons for their continuing to purchase Spartans is their confidence in the Spartan Service.



Living quarters for work crews



Mobile kitchen and dining room



Field laboratories



Work shops on location

SPARTAN MOBILE UNITS ARE EASILY ADAPTED TO SPECIAL USES

Spartan Mobile Home design permits flexibility of floor plans and many Spartans find their way into the service of industries or companies that need fleets of mobile housing for men, materials or machinery. Because of the strength and durability of the Aircraft construction in Spartans, the Spartan shell guarantees years of low maintenance costs. All-riveted, all-aluminum means leak-proof and no re-painting.

Some uses of Spartan Homes commercially are

- Mobile Display room
- Portable laboratories
- Field kitchens, bunkrooms, etc.
- Health units
- Backmobiles

SOME SPECIAL USERS OF SPARTAN MOBILE UNITS

Standard Oil Company of New Jersey, Standard Oil Company of Ohio, Etryl Corporation, Humble Oil Co., Phillips Petroleum Company, Carter Oil Company, Superior Oil Company, Pacific Western Oil Corporation, American Independent Oil Company on the Persian Gulf, Scripps-Howard Radio, Inc., Television Station WEWS, Gulf Oil Company, Shell Oil Company, and Institute of North Africa. One of these large corporations had a very poor opinion of the durability and strength of mobile homes due to bad experience with other makes of mobile homes before it purchased its first Spartan homes. It bought five Spartan Manors in 1946 and was so satisfied that it bought 32 more. Among well-known individual owners of Spartans are His Majesty, the King of Saudi Arabia, His Excellency, Miguel Aleman, ex-President of Mexico, and His Majesty, the King of Iraq.

Easy Way

SPARTAN MOBILE HOME

INSURANCE

TO PURCHASE insurance is a plan that offers investment
MOBILE HOME insurance. This policy pays the balance due on
home immediately, up to \$6,000.00, in event
before your contract is completed.

You would buy a house out of Income

**PAY FOR YOUR
SPARTAN HOME
THE SAME WAY!**

The **SPARTAN PLAN** Provides The **MONEY**

Plus Protection...



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Pay for your new Spartan Mobile Home out of income while you live in modern mobile comfort. The Spartan Plan of financing makes owning a Spartan as easy as owning any home. You simply make a small down payment and the balance is like rent. And the big PLUS is protection . . . protection against collision losses, personal injury to yourself and loved ones and hazards to your investment. Yes, the Spartan Plan is both the money and the protection.

HOW TO BUY A **NEW** SPARTAN MOBILE HOME



Living quarters for work crews

Pay for your new Spartan through any authorized Spartan Homes Dealer. As little as one-fourth down with up to five years to pay and only five percent yearly finance charge makes the Spartan Plan the best financing plan. And, remember, this payment includes both your mobile home and all your furniture and appliances. Spartan Homes are the finest in the world . . . equipped with famous-name appliances and Spartan-made and Spartan-guaranteed modern furniture . . . Just one low payment covers all. Home, protection and furnishings.

SPARTAN PAYMENT PLAN

Cash unpaid balance	60 Mo	48 Mo	36 Mo	24 Mo	18 Mo	12 Mo
\$1500.00			\$47.91	\$68.75	\$89.58	\$131.25
2000.00	\$41.66	\$50.00	63.88	91.66	119.44	175.00
2500.00	52.08	62.50	79.86	114.58	149.30	218.75
3000.00	62.50	75.00	95.83	137.50	179.16	262.50
3500.00	72.91	87.50	111.80	160.41	209.03	306.25
4000.00	83.33	100.00	127.77	183.33	238.88	350.00
4500.00	93.75	112.50	143.75	206.25	268.75	393.75
5000.00	104.16	125.00	159.72	229.16	298.61	437.50

Protection

FOR YOUR CREDIT IS PART OF THE PLAN



Under the Spartan Plan you can have complete protection . . . free yourself from money worries when living in your fine Spartan Mobile Home. You can see these large corporations had a very poor record of the durability and strength of mobile homes before it purchased its first Spartan complete plan . . . finest . . . It bought five Spartan Manors in 1946 and best all-around firms so satisfied that it bought 32 more. Well-known individual owners of Spartans include His Majesty, the King of Saudi Arabia, His Majesty, Miguel Aleman, ex-President of Mexico, and His Majesty, the King of Iraq.



Credit **INSURANCE**

Credit Life Insurance is a plan that offers investment security for you. This policy pays the balance due on your mobile home immediately, up to \$6,000.00, in event of your death before your contract is completed.



Collision **INSURANCE**

Collision Insurance is security for your mobile home while moving on the road. As your mobile home is a large investment, you want this protection against large repair bills that could wipe out your entire investment and savings.



Personal Effects **INSURANCE**

Personal Effects Insurance gives you protection against fire and fire-damaged personal goods. The Spartan Plan protects you and pays claims fairly and quickly.



Additional **INSURANCE**

Against:

- FLOODS: You are protected by the Spartan Plan.
- FIRE: You are protected by the Spartan Plan.
- THEFT: You are protected by the Spartan Plan.
- TORNADO: You are protected by the Spartan Plan.
- VANDALISM: You are protected by the Spartan Plan.
- OTHER HAZARDS: Riot, falling aircraft, pilferage, explosion, earthquake, hail, sleet, rain, cyclone.



A STATEMENT OF SPARTAN POLICY
BY
J. PAUL GETTY
PRESIDENT OF SPARTAN AIRCRAFT COMPANY



The Principles upon which we have built . . .

That the name Spartan will be synonymous with the highest quality products . . . engineered to perfection, produced with flawless workmanship, and proved dependable in service.

That management and employees work together as a team, each supplementing the other for the greatest mutual benefit.

That responsibility is properly distributed, with credit being given for a job well done.

That in the manufacture of its products any sacrifice of thoroughness to haste is a breach of business faith. The best facilities, the best materials, and the best design and workmanship combine at Spartan to meet exacting standards.

That the growth of the Spartan organization shall be steady and sound, not promotional in nature. Backed by wealthy and experienced business men since 1928, this policy has been painstakingly followed.

That Spartan will constantly strive to increase its services to America, to the public, in manufacturing mobile homes.

That Spartan has the personnel, the vision, the equipment and the financial backing to maintain the position of leadership it has acquired through the years.

With these principles to guide us, we at Spartan are anticipating an even greater tomorrow.

50 POINT *Check List*

FOR MOBILE HOME BUYERS

- ✓ 1. How was the mobile home designed? By the hit or miss method? Or by a group of engineering specialists working according to a carefully planned program?
Spartan homes were designed according to the best engineering practice of the present age.
- ✓ 2. Was the weight distribution of the mobile home figured by a weight engineer?
Spartan homes have had almost the same care in this respect that an airplane would have.
- ✓ 3. Were the stresses that the mobile home would be subject to figured by a stress analyst?
Spartan home design has the benefit of competent stress analysts in the company's engineering department.
- ✓ 4. Was the drag coefficient or wind resistance of the mobile home considered important by the manufacturer?
Spartan Aircraft designs its mobile homes in accordance with approved aircraft construction practice to have a low drag coefficient or wind resistance.
- ✓ 5. Was the mobile home designed as old style?
Spartan Aircraft designed its mobile homes to be the best example of modern engineering in its field. The company believes its design is several years ahead of competition.
- ✓ 6. Is the mobile home designed to be safe in an electrical storm?
The all-metal exterior of Spartan homes gives safety to the persons within following the Faraday cage principle.
- ✓ 7. Is the mobile home designed to be safe in a windstorm?
The safest place in a tornado is a cyclone cellar. We believe, however, the Spartan home would be safer than the average house in such a storm due to the strength of the aircraft type construction. Spartan Manors came through the worst of the great Florida hurricane of September, 1947, with little or no damage. In March, 1950, a tornado funnel cloud dipped down on a group of 35 new and unoccupied Spartan homes parked near our factory. This was nature's most severe test of Spartan construction. We believe the Spartans stood it pretty well for the total bill for repairing the damage to the 35 trailers was \$11,817.00.
- ✓ 8. How is the mobile home chassis frame built?
Spartan Aircraft builds its own perimeter frame to its own carefully engineered design. The frame is of arc welded construction using formed steel channels. No heavy box beams, cross braces, or structural steel sections are used. When the frame is attached to the floor and shell the entire unit becomes laterally, vertically and torsionally rigid.
- ✓ 9. Were aircraft principles used as a basis for the mobile home framework design?
Yes, if it is a Spartan home. The Spartan home framework with all-riveted covering (skin) is based on the principles of aircraft construction. The ribs and stringers of the framework of metal are combined with the skin to produce the complete structure. The primary purpose of the framework is to stiffen the skin. The strength function of each component is the same as that of the skin stressed wing or fuselage of an airplane.
- ✓ 10. Does the mobile home stand rapid and extreme changes of temperatures without damage?
Under desert weather conditions of low humidity and high temperature, wood shrinks and metal expands. These opposite forces cause internal stresses in the structure of a mobile home. A Spartan home is built to withstand these conflicting forces with a minimum of damage.
- ✓ 11. Does the mobile home have a flat roof of wood or canvas or does it have a cambered, aluminum covered roof?
If it is a Spartan home it has a cambered, metal covered roof supported by metal framework.
- ✓ 12. Is the floor of the mobile home only nailed to stringers that rest on the frame?
Not if it is a Spartan home. The floor is attached to the frame by quarter-inch steel bolts.
- ✓ 13. Have you experienced the problems of rusty

screw heads on the exterior of your mobile home?

You can avoid this experience with the all-riveted exterior of a Spartan home.

- ✓ 14. In case of a collision can Spartan homes be readily repaired?

Yes, the construction is typically aircraft and can be as readily repaired.

- ✓ 15. Is the floor plan of the mobile home poor, fair, good, or excellent?

Spartan homes are generally considered as having excellent floor plans.

- ✓ 16. How is the mobile home floor insulated?

If it is a 1954 Spartan home it has a 5-ply plywood floor set on breaker-strips which provide dead-air space, plus a 2" thick blanket of glass fiber insulation with heat-reflecting metal foil on top of frame. A cover attached to the underside of the frame provides additional protection and dead-air space.

- ✓ 17. How are the walls and ceiling insulated?

If it is a 1954 Spartan home the insulation of walls, ceiling, and floor was tested and perfected by two factory test crews at Duluth, Minnesota, and Winnipeg, Canada, in January and February, 1947. We believe the 1954 Spartan home, embodying the results of the Northern expedition, is the best insulated and warmest mobile home in sub-zero weather ever offered to the public. We believe it will be exceptionally cool in hot summer weather. A complete blanket of glass fiber insulation with an aluminum foil heat-reflecting vapor barrier is attached to the interior of wall and ceiling ribs by wood breaker-strips. This blanket type insulation has proven much more efficient than if the insulation were cut to pieces and stuffed into bays between the ribs as is practiced by many mobile home manufacturers. It must be understood, however, that an adequate space heater and storm windows are necessary for maximum comfort and minimum consumption of fuel for all housing, mobile or otherwise, during severe cold weather in the northern part of the United States, Canada, and Alaska.

- ✓ 18. How many rivets are there in a Spartan Imperial Mansion?

About 8756 rivets are used to give the Spartan Imperial Mansion its unrivaled strength.

- ✓ 19. Do rivets ever pop out of Spartan homes?

This is the invention of unscrupulous or ignorant people. Rivets do not pop out of Spartan homes any more than they pop out of airplanes.

- ✓ 20. Was the mobile home designed to have great strength and durability?

Spartan Aircraft refuses to build a fruit-crate type mobile home. Spartan homes, we believe, should last out this century due to the aircraft type construction of the body or shell.

- ✓ 21. What would happen if the mobile home turned over at 50 to 70 miles an hour?

If the mobile home was built by Spartan Aircraft the answer is surprisingly little damage would probably ensue. Thousands of Spartan homes have covered, taken together, millions of miles. Some accidents were bound to happen. Spartan homes have been rolled completely over at from 50 to 70 miles an hour, and have been so little damaged that they were towed several hundred miles to the factory for repairs that made them equal to new.

- ✓ 22. What would happen if a fifty-foot tree or a garage roof were blown down on the mobile home?

A Spartan home successfully passed both tests.

- ✓ 23. What would happen if people walked on the roof of the mobile home?

We do not recommend walking on the roof of the Spartan home—the floor was designed to walk on, not the roof. Nevertheless, one Spartan Aircraft dealer had a ladder to the top of a standard Spartan home at the Los Angeles show in April, 1947, and invited everybody up. Hundreds of people accepted and saw the show from the roof of the Spartan.

- ✓ 24. Will the dealer let you walk on the roof of the mobile home he is trying to sell you?

Ask him.

- ✓ 25. Is the mobile home built in a factory or in an alley shop?

Spartan homes are built in one of the finest and most modern factories in the United States.

- ✓ 26. Is the mobile home built by an old established and substantial company?

Spartan Aircraft Company was established in 1926. Spartan Aircraft Company has paid in the last 10 years \$56,836,802.00 to its employees in wages and salaries and \$94,722,977.00 to suppliers of materials and services.

America's Finest

- ✓ 27. **Does the mobile home have a door on each side?**
We recommend a door on each side since this gives maximum safety in case of fire or accident. For those, however, who prefer it, we are now offering models with two doors on the same side.
- ✓ 28. **Will the mobile home leak?**
Spartan homes are designed and built to be free from leaks. If a leak should occur it must be at a seam or hole and should be easy to locate and stop due to the impervious covering used in the exterior.
- ✓ 29. **Is the fenestration or window arrangement of the mobile home modern?**
Spartan Aircraft originated "picture windows" in mobile homes and are years in advance in window design and arrangement.
- ✓ 30. **Is the standard mobile home in successful use in both arctic and tropical regions?**
Spartan homes are in successful use in Brazil and in French West Africa—also in Canada and Alaska.
- ✓ 31. **Does the interior of the mobile home have a cheap and old-fashioned look?**
Not if it is a Spartan home. They are leaders in modern smartness and comfort. The best designers, decorators and artists were employed to create the interior. They were told to produce the best as nothing else would be good enough. Spartan homes' upholstery and draperies selection is unsurpassed.
- ✓ 32. **Is the cabinet work of the mobile home poor, fair, good, or excellent?**
Pull out the drawers, run your fingers along the edges to see if they are smooth to the touch. Notice the construction.
- ✓ 33. **Is the cabinet work similar to that in high-priced furniture in the downtown stores, or is it crude looking makeshift?**
Spartan Aircraft furniture is built by the company in its own cabinet shop. We believe it will compare in quality, appearance, and workmanship with the best in a millionaire's home.
- ✓ 34. **Does the kitchen have twin sinks?**
Spartan Aircraft was one of the first to install twin sinks.
- ✓ 35. **Is the kitchen well lighted?**
Yes, if it is a Spartan Aircraft kitchen.
- ✓ 36. **Does the kitchen have an exhaust fan to remove kitchen odors?**
Yes, if it is a Spartan home.
- ✓ 37. **Does the bedroom have a comfortable bed or beds?**
Spartan Aircraft manufactures its own beds with every regard for comfort and no regard for cost. We believe them to be the best.
- ✓ 38. **How is the mobile home heated?**
Spartan homes have a top quality oil burning stove with a blower in the living room and a hot air duct with a blower in the bedroom as standard equipment. The company also offers an automatic, thermostat controlled heating system as an optional extra. This heater also circulates outside air through the mobile home in summer. The effect is similar to that of an attic fan.
- ✓ 39. **If you buy the mobile home will you get good service from the dealer and the manufacturer?**
Spartan Aircraft believes in service—believes customer acceptance is based on Value. And this includes good customer service.
- ✓ 40. **Does the manufacturer of the mobile home have an extensive dealer organization?**
Spartan Aircraft Company has, we believe, the largest and finest dealer organization of any mobile home manufacturer, with dealers in every state and in certain places outside of the continental United States.
- ✓ 41. **If you move your mobile home out of your dealer's territory during the 90-day guaranty period, what will happen if you need service under the guaranty?**
Spartan Aircraft Company recognizes that mobile homes move around and that the purchaser should not be at a disadvantage in leaving his dealer's district. Spartan Aircraft Company dealer's franchise covers this point. Under its terms you are entitled to guaranty service from any Spartan Aircraft dealer in the United States, the same as though you were making a claim to the dealer who sold you the mobile home.
- ✓ 42. **If Spartan Aircraft construction methods produce such a superior mobile home why don't many other trailer manufacturers follow suit?**
One good reason might be that to do so would require a very large investment in facilities and tools.
- ✓ 43. **Is the mobile home heavy for its size?**

Mobile Homes

Not if it is a Spartan home. Ready for the road a Spartan home is hundreds or thousands of pounds lighter than most mobile homes its size.

- ✓ 44. **Does the mobile home pull easily?**
Yes, if it is a Spartan home. This was one of the main objectives sought by its designers. Spartan homes are relatively light, the weight is properly distributed, the wind resistance due to the scientifically streamlined form is low.
- ✓ 45. **Should you buy a Spartan home or a house for a place to live in?**
You must answer this one. There are advantages and disadvantages. A house has more space — if you want space. Apart from this the Spartan home has, we believe, many advantages over the house namely: (1) It is much cheaper to purchase and maintain the Spartan home. This adds to your capital and your income and gives you more money to save or spend on something else. (2) You are not tied down. You can leave undesirable neighbors or go where jobs pay the most money. (3) You live in a handsome, well-built home. You wouldn't be likely to buy such quality or smartness in anything else except a millionaire's house, private railway car or yacht. (4) You can travel for pleasure and carry your home with you. (5) The smaller size of the Spartan home and its much better construction enables you to keep it up and spot in a fraction of the time that the house requires. You might easily save two hours' housework every day and the servant problem doesn't exist.
- ✓ 46. **How much would a building contractor probably ask to build a similar mobile home to the one you are comparing with the Spartan home?**
We believe many building contractors could build an old type mobile home for about the retail price of the trailer offered you by a dealer. Or if you had the tools you could probably build it yourself. Spartan homes on the other hand are designed and built for mass production, requiring a large investment in dies, jigs, and fixtures. To build such a mobile home by hand methods would be difficult if not impossible and it would cost a fortune.
- ✓ 47. **How important is a retail price of under \$2,000 to you if you buy a mobile home?**
You are the judge of that. If you are buying a mobile home for occasional use, it might be wise to buy a mobile home priced at \$2,000 or less if you have a low income. But if you are

going to live in the mobile home or use it frequently, we believe you will add to your safety, comfort and prestige — and to your pocketbook — to buy a Spartan home. The first price may be \$300 to \$600 more than that of some other mobile home of comparable size, but Value is more important to you over a period of years than the few hundred dollars in the first price. And the price of the Spartan home is only a fraction of the cost of a flimsy, cheaply-built house. Due to the durable construction of Spartan homes, they can now be purchased for as little as one-fourth down with the balance payable over a period of five years and a finance charge of only 5% yearly.

- ✓ 48. **Does the dealer make a big profit when he sells you the mobile home for cash?**
Spartan Aircraft dealers receive about the same discount from the manufacturer that is received by automobile dealers representing the most popular makes. Many mobile home manufacturers allow larger discounts to dealers than the big automobile manufacturers give.
- ✓ 49. **Does the manufacturer make a big profit when he sells a mobile home to the dealer?**
Spartan Aircraft Company, we believe, receives a reasonable profit per mobile home. It averaged 3.25% of sales for 1952.
- ✓ 50. **If you buy the mobile home will you get the greatest Value for your money?**
We believe you will, if it is a Spartan home. Some discriminating owners are Standard Oil Company of New Jersey, Standard Oil Company of Ohio, Ethyl Corporation, Humble Oil Co., Phillips Petroleum Company, Carter Oil Company, Superior Oil Company, Pacific Western Oil Corporation, American Independent Oil Company on the Persian Gulf, Scripps-Howard Radio, Inc., Television Station WEWS, Gulf Oil Company, Shell Oil Company, and Institute of North Africa. One of the large corporations had a very poor opinion of the durability and strength of mobile homes due to bad experience with other makes of mobile homes before it purchased its first Spartan homes. It bought five Spartan Manors in 1946 and was so satisfied that it bought 32 more. Among well-known individual owners of Spartans are His Majesty, the King of Saudi Arabia, His Excellency, Miguel Aleman, ex-President of Mexico, and His Majesty, the King of Iraq.

Specifications on Each Model Available on Request



SPARTAN AIRCRAFT COMPANY

1900 N. SHERIDAN ROAD

TULSA, OKLAHOMA

Lewis Trailer Sales
1724 W. LEWIS ST. P.O. 6451
PASCO, WASHINGTON