THE STODDARD OIL & COMPOUND CO.

135 River Street, CLEVELAND, O.

CLEVELAND, OHIO.
JAN 13 730 PM '97
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Mr. E.B. Emory,

Centerville,

Md.

Form 2.

The Stoddard Oil and Compound Co.,

STODDARD'S EXCELSIOR BOILER COMPOUND.

High Grade Lubricating Oils and Greases.

Office and Works, 135 RIVER ST.
WM. W. STODDARD, Gen'l Mgr.

CLEVELAND, O.

Dear Sir:-

Referring to your application for position will say, we manufacture, in addition to our Excelsior Boiler Compound, a complete line of Lubricating Oils, Cup Greases, Belt Greases, Axle Greases, etc., which we sell through agents handling them exclusively or as a 'side line.'

Our proposition is to furnish you with a complete sample outfit, consisting of a full line of samples, cards, order book, circulars, return envelopes, etc., etc.

These outfits cost money, and as an evidence of good faith on their part, we require of agents a deposit of an amount equal to the actual cost of whichever style outfit they select. We furnish one outfit consisting of two pocket cases holding ten bottles each that costs us $2.00. The other style is a sample case to carry in the hand, holding twenty-two bottles with grease jars, etc. These cases cost $4.00 each in quantities. In order to insure these outfits falling only into the hands of those who will make proper use of them, we require a deposit as stated of $2.00 or $4.00 with the understanding that whichever sum you deposit with us will be refunded when sample outfit is returned to us or as soon as you begin taking orders.

Our plan of operation is to give you the actual cost prices of manufacturing the goods, fill your orders for responsible parties, ship, bill and collect, and pay you 60 per cent. of the net profits realized on your sales over and above the cost of goods. Take for example an oil that costs 8c per gal. you sell it for 25c, the profit is 17c per gal. or $8.50 per bbl., your proportion of the profit would be $5.10

We reserve the right to reject any orders from parties whose financial standing, may, in our opinion, be such as not to entitle them to credit. All mail orders coming to us from customers previously sold by you or mail orders that may be the result of your efforts will be placed to your credit the same as if sent in direct by you.

Commissions are paid as follows: 1-2 on demand any time after orders are accepted, the balance when accounts are paid.

Full instructions and particulars accompany each outfit.

The business is easily learned and the profits average fully 100%, in many cases considerably more. The opportunities for making sales are many. Most stores of nearly every kind handle oils of some description; every mill and factory, in fact every place where there is a wheel turning requires oil and boiler compound. For these reasons we say that anyone with ordinary intelligence, vim, vigor and push can sell oils, boiler compound and greases, making more money than with any other line that is sold through agents.

We ask you to assume no risk in sending for sample outfit. We are responsible for the amount and ask the deposit to protect ourselves; as we have no sample cases to give away. To satisfy you as to our responsibility, we refer you to any of the commercial agencies or to the State National Bank of this city. We send no outfits without $2.00 or $4.00 being deposited with us.

If our proposition meets your approval, we shall be pleased to hear from you promptly, stating territory you prefer, and if not already covered, we will send outfit by first express on receipt of your reply with remittance.

Yours Truly,

THE STODDARD OIL AND COMPOUND CO.