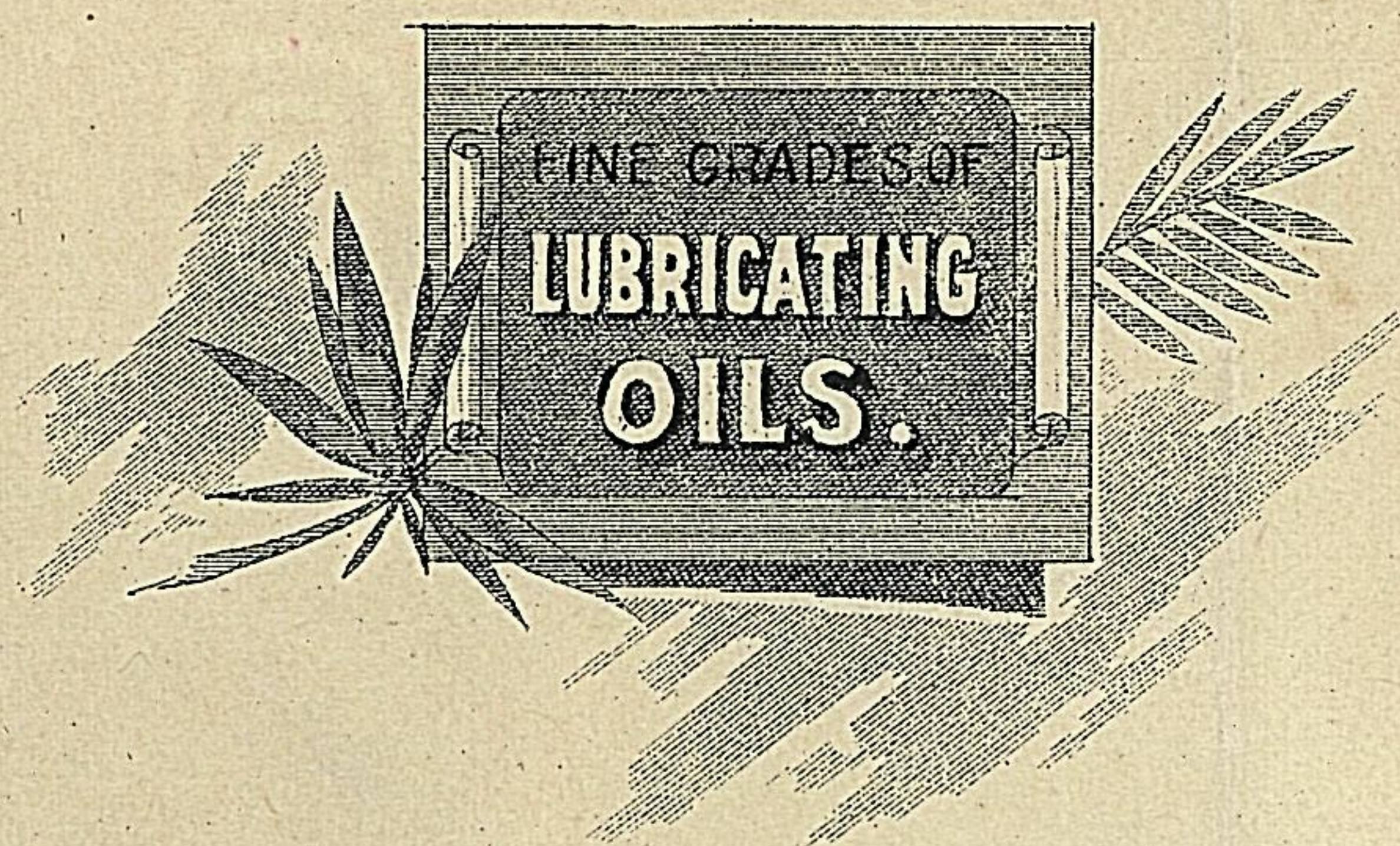




STODDARD OIL & COMPOUND CO.



128 RIVER STREET.

Cleveland, O.

Jan. 13, 1897.

Mr. E. B. Emory,

Centerville, Md.

Dear Sir:-

We are in receipt of yours of the 9th in which you reply to our "ad". Now we take it from your letter that you have never had any experience with goods such as we manufacture, lubricating oils, grease etc.. Such being the case we would not be able to offer you anything other than a commission arrangement until such time as you would demonstrate to us your ability to handle our goods successfully and we inclose herein a letter (form 2) which will explain to you in detail such an arrangement as we would offer you. Now if you have the proper ability you can certainly do business with our goods in the territory you mention and if an arrangement of this kind is satisfactory to you we should be pleased to hear further from you.

Awaiting your further favors we are

Respectfully,

THE STODDARD OIL & COMPOUND CO.,

E. A. Barnes