

# Initial Letters Business

How to make money without a large capital has always troubled men and women and never more than in these days. We have helped thousands of people to do this, who are not able to do hard work. And thousands of widows, through us, have been able to care for their families and educate their children. One woman writes us:

"I was left a widow with house mortgaged. For three years I have worked for you. I have paid off the mortgage, have \$1,100.00 in the bank, and have paid all the expenses of one child on a boarding school, and cared for the others at home." A man who lost his position writes us:

"I was a gold-sinner when I took up your work. I was almost down to my last dollar, and my family was suffering. Since taking up your work I have far more money than I ever had before, and my family has known some of the comforts of life. I have found you a most honorable and your word as good as a bond." We have hundreds of letters like these.

## ONE OF OUR SUCCESSFUL MONEY MAKERS

Don't Be Fooled by Big Talk

We do not say you can make 25 or 30 dollars a day as some do. You know that such things insult your intelligence, and talk nonsense, but we do say that any man or woman can make a good salary, and we will make only fools are caught by such things. Some of those with us have been doing this for 5, 10, 15 and more years. You can do the same, be you man or woman. The work we offer is easy and agreeable, and we have worked for us during the past twenty years have earned as much as their husbands. A few days ago, a woman wrote: "My husband had been earning only \$100.00 a month, and I took up your work to help him—during those four years I have averaged over \$1,200.00 salary each year and now my husband is giving up his position, and he also will work for you."

It would be easy for us to say you can make from \$50.00 to \$100.00 a day, but it would not be true. And we believe it is always better to stick to the truth, both because it is right, and also because only fools are caught by such things. We will assure you a good comfortable income in our work, and if you work steadily, even more than that.

IF YOU WANT A GOOD CHANCE TO WORK AND GET GOOD PAY FOR IT, YOU WILL FIND IT TO YOUR INTEREST TO READ THIS PAGE THROUGH CAREFULLY.

The articles we have for you to sell are a big line of Forks, Spoons, Knives, &c., made of a new metal called Brazil Silver, and highly polished, and you can judge for yourself whether we are offering you a good chance to make money or not.

## Brazil Silver Warranted for Twenty-five Years

Brazil Silver is believed to be the very best metal in existence for the manufacture of forks and spoons; it has all the lustre and brilliancy of burnished coin silver, and is much harder and more durable, and it is impossible to wear it out. It is absolutely indestructible. The goods made of this metal are the same all the way through, and they will remain as good as new for any length of time. For all practical purposes in the manufacture of tableware this Brazil Silver is superior to coin silver. It is as lustrous and pure as coin silver, and it will wear even longer than silver; in fact, it is absolutely impossible to wear it out. It will wear forever. As there is no plating to wear off, the metal being the same all the way through, it stands to reason that you can't get tired of our confidence in the metal is so great that we guarantee it to wear twenty-five years. We give a guarantee signed by the company warranting the goods to wear and to give perfect satisfaction for twenty-five years. We are an established firm, with ample capital to carry on our business and make our guarantee as good as the Bank of England. In selling these goods an agent can recommend them with the greatest of confidence, for they are just as represented, absolutely indestructible. And, furthermore, our guarantee warranting the goods to give satisfaction for twenty-five years clears the agent from all responsibility in the matter, for if any article fails to give perfect satisfaction, no matter how long it has been in use, we hold ourselves ready to refund the money paid for the article. These goods are the same metal all the way through; they will never wear out. They always wear white and bright. We give a guarantee signed by the company, warranting every piece of Brazil Silver to wear twenty-five years. You can sell these goods to your best friends with perfect confidence, for every sale is as much a benefit to your customer as to yourself.

Working with goods that are warranted to wear and give satisfaction for so long a time as twenty-five years, and by a company, too, whose capital is being invested in the highest style of the art, without any extra cost for marking. These Brazil Silver goods, even if unmarked, would be the greatest bargain ever offered the public in tableware, but with the additional and highly desirable feature of being marked with beautiful and artistic initial letters, these goods are not only great bargains in tableware, but are the greatest bargains that have

All Marked With Initial Letters, Without Any Extra Cost

among all classes there has always been a strong desire to have their tableware marked with their initial letter, but an agent of the heavy expense of having it marked only a very few have been able to afford it. Here, as before, the cost of artistic marking tableware has been even greater than the cost of the goods; now, by our new methods, we are able to offer these elegant Brazil Silver goods, all marked with any initial letter desired in the very highest style of the art, without any extra cost for marking. These Brazil Silver goods, even if unmarked, would be the greatest bargain ever offered the public in tableware, but with the additional and highly desirable feature of being marked with beautiful and artistic initial letters, these goods are not only great bargains in tableware, but are the greatest bargains that have

## Any Man or Woman Can Make a Lot of Money and Make It Right at Home

For Over Twenty Years We Have Been Helping MEN AND WOMEN To Make Money at Home

They were before offered to the public through agents or in any other way. The people are always ready enough to buy what they want when it is presented to them in the form of a genuine bargain. Well, here is absolutely the greatest bargain ever offered, and no agent works with it will find that what he has earnestly desired at nearly every house he visits—it is easy to get orders when you can offer great bargains that the people really want and can afford.

## Solid Silver Knives That Last A Lifetime

For fifteen years we experimented to make knives that would last a lifetime, and about seven years ago we succeeded. Everyone knows that Silver-plated Knives cause trouble by the plating wearing off. Here is made a solid Silver knife that had spring like a steel knife, the beauty of a silver one, and yet be solid silver, and not plating to wear off and that would last a lifetime, took years of experimenting and thousands of dollars to solve. But a few years ago, we finally succeeded in making this knife. This is the greatest discovery made in 50 years, in cutlery. Today we are using these Knives by the carload. For those selling our goods, these Knives have proved a gold mine, and those who use them will never use any other kind of knife. These Knives that never wear out, at no higher price than ordinary knives.

For those who are attached to plated Knives, we can furnish the finest tempered cutlery steel Knives plated with 12wt of pure silver, hand burnished. Not cheap shoddy, plated Knives, but the best that can be made—warranted for ten years.

But the solid Brazil Silver Knives that last a lifetime at price of ordinary Knives are the thing. When people see them they will have no others.

We are not only selling at greatly reduced prices, but also guarantee every article just as represented, and give perfect satisfaction to the purchaser or MONEY REFUNDED.

## The First Thing To Do

If you decide to accept the agency, the first thing to do is to send it us for the agent's case of samples, which is the most complete and perfect case of samples that has ever been prepared for the convenience of agents. Our complete and perfect case of samples is not to be compared with anything that has ever been sent to us. It contains the very best and most salable articles in the world. There is nothing in the market that agents can sell as fast and sell as easily and make as much money out of as they can the goods contained in this splendid case of samples, and everything is arranged and explained so that any agent can't fail to understand just how to go to work and make a great success of the business. As soon as you receive the case of samples you are ready for business. And if you are willing to work you are sure to make a good income as the sun is to rise. Take the case of samples and canvass your territory according to the directions sent with the samples, until you have taken orders for the amount of goods you are prepared to send for. Then order the goods from us and fill your orders, and so continue.

The case of samples which we furnish to agents contains the following articles:

### The Magnificent Case of Samples Which We Furnish to Agents.

One Sample Table Knife, retail price \$2.10	per set of six.....	35 cents each
One Sample Dessert Knife, retail price \$1.95	per set of six.....	32 1/2 cents each
One Sample Table Fork, retail price \$1.95	per set of six.....	32 1/2 cents each
One Sample Table Spoon, retail price \$1.95	per set of six.....	32 1/2 cents each
One Sample Dessert Fork, retail price \$1.50	per set of six.....	30 cents each
One Sample Dessert Spoon, retail price \$1.80	per set of six.....	30 cents each
One Sample Tea Spoon, retail price 95 cents	per set of six.....	15 5/6 cents each
One Sugar Shell.....	.....	25 cents each
One Butter Knife.....	.....	25 cents each
One Salt or Pepper Shaker.....	.....	25 cents each
Total retail value of Samples.....\$2.83-1-3 cents		

We also send you with the case of samples a large and very beautiful catalogue, illustrating a full line of plated ware, such as Casters, Pickle Cruets, Butter Dishes, Tea Sets, Napkin Rings, etc., etc.

Reckoning the above samples at our lowest retail prices they amount to \$2.83-1-3. We furnish them to agents nicely put up in an elegant sample case or roll, for only \$1.00, which is \$1.83-1-3 less than they amount to at our regular retail prices. This is less than one-half of the retail value of the samples, and much less than they cost us. The sample case or roll which the samples are put up in, costs us nearly as much as we require you to send for the samples, case and all.

## Watches and Jewelry.

We also furnish a fine line of Watches and Jewelry of all kinds. First class goods at low prices—great sellers. We send Jewelry Catalogue with outfit.

## Wholesale Prices.

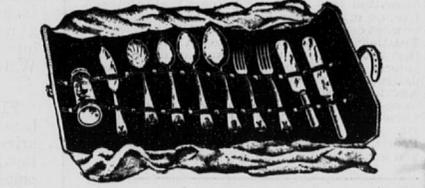
Wholesale or agents' prices and all necessary information for carrying on the business will be furnished with the outfit. Remember we make everything plain to you about wholesale prices, methods, etc., when we send you the Outfit.

## Important

The Outfit we furnish our agents is exactly as we represent it, and is always sent the same way, no matter who receives it, just as agreed. We have tried to state these facts so they could and would be believed, and we still are constantly receiving letters from parties who would like to engage in the business and would do so if they felt sure we were telling the truth and would do as we agree. Many of these doubters have been cheated and are not altogether to blame for doubting; the most of them say they think we are honest, they say we talk honest, but as they have already been swindled they don't feel like risking even one dollar, and so, although our business is in every respect just as represented and we always do just as we promise, we lose the services of great many agents and they lose the benefits they would like to express agent one dollar and take the Outfit. If you are not satisfied, you can refuse to take it, and the agent will return it to us.

## OLD AND YOUNG MAKE MONEY WITH US

We have decided to send Samples to all who wish us to do so, C. O. D., with privilege of examination at the express office. It costs us from twenty-five to forty cents more to send the samples this way, as we have to pay the amount for return charges on the money, but we are willing to do it and so prove to all that are interested that the Outfit and our goods are just what we claim. If after reading this notice you think you would like to give the business a trial, but wish to see the Sample Case before you pay the one dollar, cut out the following printed form, fill it out and send it to us, and we will send the Outfit to your express office prepaid, and give the express agent instructions to let you thoroughly examine the Outfit; then, if you are satisfied that we have told the truth, the whole truth, and nothing but the truth, and are also satisfied that you can make money selling our goods, you will please express agent one dollar and take the Outfit. If you are not satisfied, you can refuse to take it, and the agent will return it to us.



This cut shows the Sample Case or Roll, and how the samples appear put up ready for business. The Roll is made of highly finished waterproof canvas, and lined with soft flannel goods. The samples are held in place by strong straps. The whole roll is put up and fastened with a leather strap which is firmly fastened to the back of the Roll. This is the most practical arrangement for carrying the samples that could be thought of. We can roll up the Case is compact and easy to carry. When opened the samples show to the best possible advantage, making a good impression at first sight. This Sample Roll gives a businesslike appearance; it is substantial and handsome, and instills in the customer the impression that there is something valuable inside. All are anxious to see what it is you are carrying around with such care. This is of importance, as it secures attention and interest at the start. The fact is, in the agency business, as in every other business, you must have things fixed up just right if you expect to succeed. Our Brazil Silver goods are the best that have ever been offered for the price, or anywhere near it. The new feature of being marked with beautiful and artistic initial letters, free of cost, is the greatest popularity of the times, and the Sample Roll is arranged so as to show the goods off to the best possible advantage. Furthermore, we carefully teach every agent just how to take advantage of all these splendid qualities and popular features. Is it any wonder that our agents succeed better than those who are working for other firms?

We prepay all Express Charges on Everything.

## Royal Manufacturing Co. Box 8150 DETROIT MICH.

Form to be Cut Out and Signed by those who wish us to send the Outfit C. O. D. with Privilege of Examination.

ROYAL MANUFACTURING CO., DETROIT, MICH., BOX 8150 GENTLEMEN—Send the Outfit by Express, C. O. D., with privilege of examination. If I find the Outfit just as you say I will pay the one dollar required and give the business a fair trial, but if I am not satisfied that the Outfit is as good as you recommend it to be, I shall refuse to receive it. Now, remember, the understanding is that I am not to take the Outfit unless I myself am satisfied that it is all right. It must all depend on my own judgment. If I am satisfied, I will take the Outfit; if I am not satisfied, I shall not take it and shall not pay the one dollar. If you want to send the Outfit with this understanding, send it along C. O. D., with privilege of examination.

Name .....

Postoffice .....

County ..... State .....

Express Station .....

TO WHOM IT MAY CONCERN: In answer to all inquiries I have received concerning the standing of the Royal Manufacturing Co., of Detroit, Mich., I have invariably replied that the Company is in every way worthy of the confidence of all. In regard to its financial standing and the trustworthiness of the gentlemen connected with it, the reading public may rely upon them implicitly.—HAZEN S. PINGREE.

HAZEN S. PINGREE, Michigan's Famous Governor, says we are worthy of your confidence.