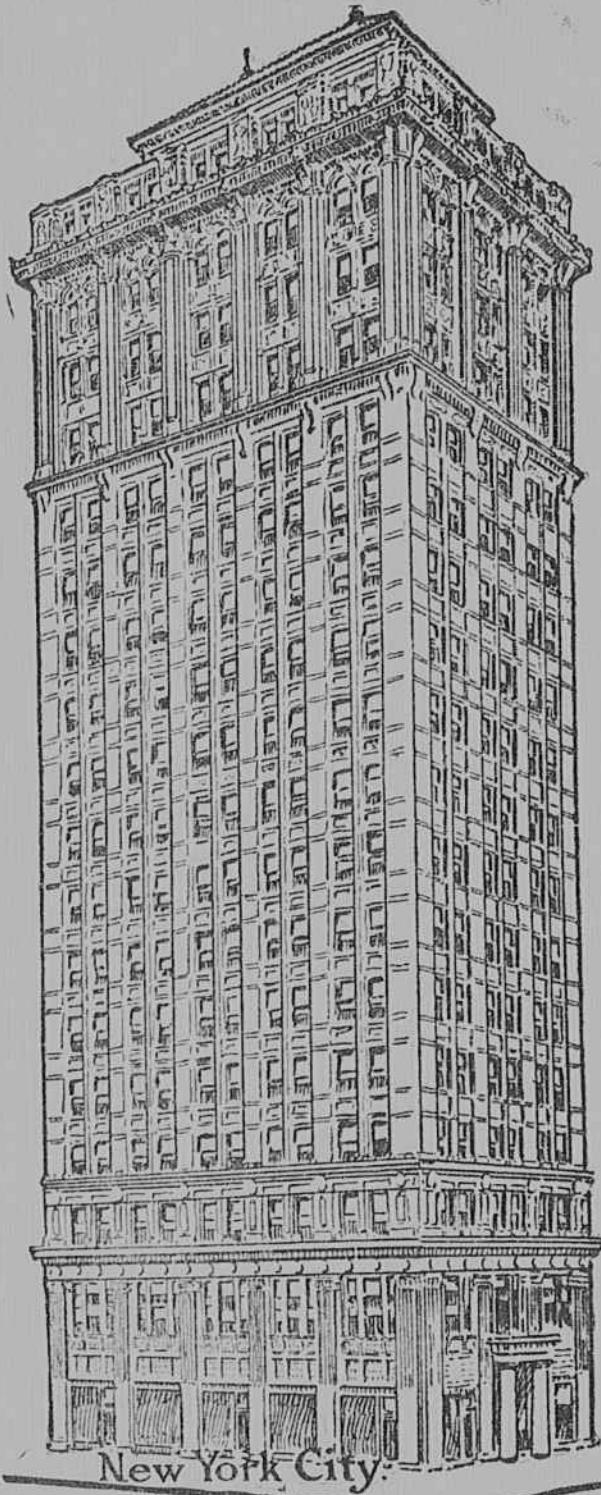


"'Tis Safe to Follow in the Paths of Those Who Know"

The Annual Sales of Underwood Typewriters



New York City.

The Largest Typewriter Office Building in the World

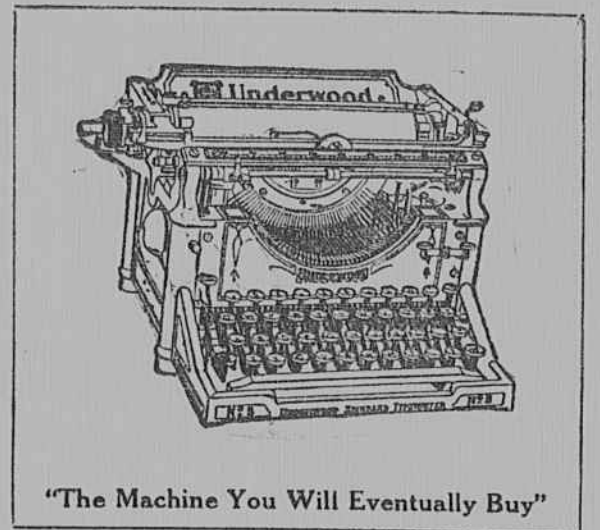
exceed by many thousands those of any other writing machines.

The UNDERWOOD is used exclusively throughout the entire system of the Norfolk & Western Railroad Co. So satisfied are they that they signed a contract to use nothing but UNDERWOODS for a period of six years.

The UNDERWOOD is used throughout the entire system of the American Locomotive Works. An exclusive contract for a number of years protects them from change of machines and inefficient work on the part of operators.

The UNDERWOOD is used exclusively by The Western Union Telegraph Co. in all offices throughout the country. Their recent order for 10,000 Underwoods is the largest typewriter order in history.

Not only does the UNDERWOOD TYPEWRITER lead in SALES and BIG BUSINESS but it holds every record in Speed, Endurance and Accuracy.



"The Machine You Will Eventually Buy"

In the International Speed Contest held in Madison Square Garden, New York, October 1911, the UNDERWOOD won---

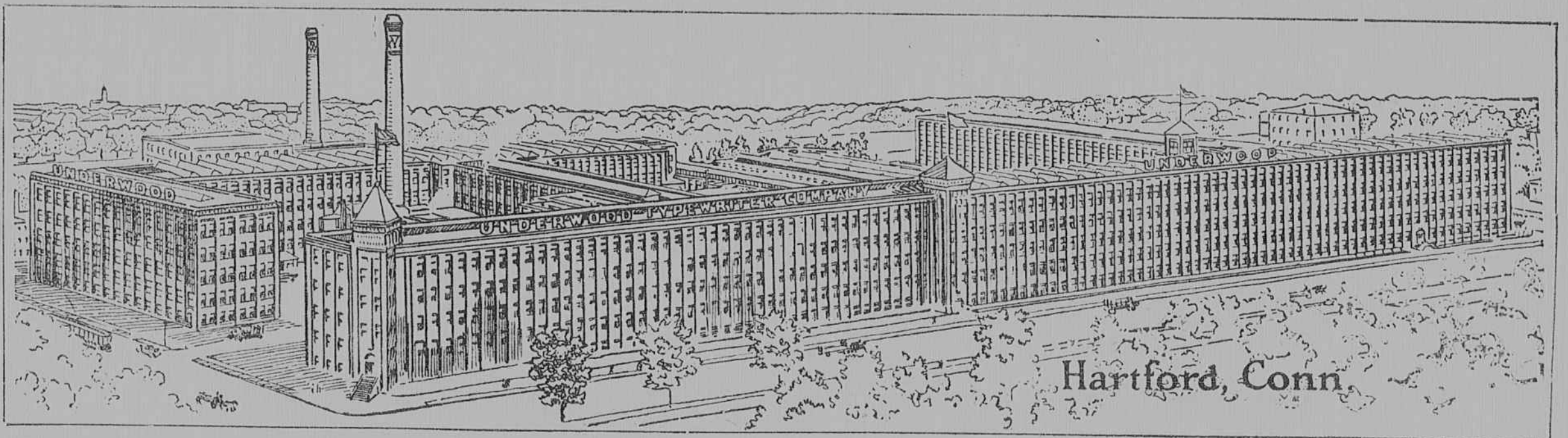
THE SCHOOL CHAMPIONSHIP OF THE WORLD—
77 net words per minute.

THE AMATEUR CHAMPIONSHIP OF THE WORLD—
98 net words per minute.

THE WORLD'S EDISON TRANSCRIBING CONTEST—
63 net words per minute.

And the first five places in the Professional Championship of the World, as follows:

Name.	Machine.	Words.	Errors.	Penalty.	Net Words Per Minute.
H. O. Blaisdell	Underwood	7077	69	345	6732
Florence E. Wilson	Underwood	7290	131	655	6635
Rose L. Fritz	Underwood	6936	104	520	6416
Emil A. Trefzger	Underwood	7095	138	690	6405
J. L. Hoyt	Underwood	6705	70	350	6355



Hartford, Conn.

The Largest Typewriter Works in the World

Home Office---Underwood Building, New York

RICHMOND, VA.

1212 East Main Street,

Phone Madison 3920

NORFOLK, VA.

90 Plume Street

CHARLOTTE, N. C.

225 South Tryon Street