

I DON'T care what business you are in—whether you are the purchasing agent of the largest corporation in this country, or whether you are a banker, a merchant, a doctor, a lawyer, a minister, a teacher, a telegraph operator, or what your occupation or profession is—whether you are an expert or whether you are just beginning—I can save you money on a typewriter—I can protect you absolutely. I can arrange the most liberal terms ever given. For your own good, read this page.



The Sensational Book— “Typewriter Secrets”

“Typewriter Secrets”

I used to peddle typewriters in person, and while I found a few people who would pay \$100, I found a lot more who would not.

I could not sell for less than \$100 and pay my hotel bills, railroad fares, and make enough profit for myself and the branch office from which I worked.

I concluded to save this expense and to present a cut price proposition through the magazines and newspapers and reach millions of people, where I personally could call on but few. I figured by arranging very small monthly payments, the

typewriter would earn its own way and thousands of people could have one, without being anything out of pocket.

This syndicate was then organized and a practically unlimited cash capital supplied with which to buy typewriters from the makers in great quantities at close to factory cost.

While I know that the typewriters I have selected and recommend are the best typewriters to be had, I want each customer to learn that for himself by actual examination and test.

Therefore, I ship on approval, without advance payment and without obligation of any kind.

I ship typewriters on this plan all over this continent, so you see I must send a good typewriter—I must make the lowest price and best terms, otherwise I would get all the typewriters back and I would be out the transportation charges. The price I make is so low and the terms so easy, that thousands of people now own typewriters who would not have considered buy-

ing at the regular price or on the regular terms—doctors, ministers, lawyers, teachers, merchants, thousands of young people who, keeping in touch with the times, realize that a typewriter is a necessity to everyone who corresponds.

The purchasing agents of big corporations send me their orders because they cannot duplicate my prices elsewhere. Bankers and merchants take advantage of the big saving.

I do business practically everywhere—in the large cities, in the smallest towns, on the farms.

My plan is rapidly making universal typewriting a reality. Thousands of people who were wasting their money renting second-hand typewriters are now using that rental money to buy their own machines—saving instead of spending.

I have received nearly 10,000 orders during the past few months.

I want to send you a copy of this book, “Typewriter Secrets.” You will find it wonderfully interesting. Nothing like it has ever before been

published in the history of the typewriter industry. This book has stirred the typewriter world into a frenzy. It tells about high prices on typewriters, about so-called “rebuilt” and the value of second-hands. It tells you how you can get a good, standard, visible typewriter at a price never before heard of; how you pay a little each month; how you can have it on trial, without deposit.

I will also send you a life-size picture of a typewriter in colors, with detailed description and full information regarding my proposition. Do not hesitate to ask for the book, even though you only want it to compare my prices and terms with others. Do not invest any money in a typewriter proposition until you have read this book. It is a practical guide to typewriter buyers.

Just write for this book—it is free. Be sure to do it today. You might not see my advertisement again. A lead pencil will do to write a postal; or better still, write your name and address on the coupon.

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