

The Emerson Pharmacal Co.

OF BALTIMORE CITY, MD.

INCORPORATED 1899

CAPITAL, - - - \$500,000

DIVIDED INTO

20,000 SHARES, PAR VALUE \$25.00 EACH

Full Paid and Non-Assessable

ISAAC E. EMERSON, President

JOHN F. WAGGAMAN, Vice-President

JOSEPH F. HINDES,

Secretary and Treasurer

BALTIMORE, January 19th, 1899.

To the Retail Druggists of the U. S. of A. and Canada

GENTLEMEN, —

This company was organized for the purpose of manufacturing and promoting the sale of Pharmaceutical and Medicinal Specialties.

Four-fifths of its capital stock is owned by the Emerson Drug Company, of Baltimore City, and an agreement has been entered into between the two companies, whereby the Emerson Drug Company assumes the management of the Emerson Pharmacal Company for a term of years, and will manufacture and promote the sale of the specialties of the Emerson Pharmacal Company in connection with their Bromo-Seltzer business.

We are pleased to call the attention of Retail Druggists to Emerson's Rheumatic Cure, a scientific combination of Lithia and other Anti-Rheumatic Remedies, in an agreeable efferve-cent form. The preparation has been tested clinically during the last two years, and we can conscientiously recommend it, and with the extensive advertising which we propose giving it, it shall certainly be a fast seller.

In conformity with the liberal policy which characterized the methods of profit-sharing with Retailers, as originated by the Emerson Drug Company in their Bromo-Seltzer business, we are pleased to make the below-mentioned most liberal stock offer to the Retail Drug Trade.

Very respectfully,

THE EMERSON PHARMACAL COMPANY,

ISAAC E. EMERSON, President.

Special Stock Offer

BALTIMORE, January 19th, 1899.

To each and every Retail Druggist, selling at full retail price, 25 doz. Emerson's Rheumatic Cure, in compliance with the conditions mentioned below, between this day and March 31, 1900, we will give one share of Emerson's Pharmacal Company's capital stock, par value \$25.00, full paid and non-assessable. To the Druggist selling 50 doz. within the same time, two shares; not more than two shares will be given to any one Druggist unless he has two stores, in which event he may compete for two shares at each store.

Emerson's Rheumatic Cure retails at 50 cents per bottle, the wholesale price is four dollars and eighty cents (\$4.80) per dozen. With each quarter of a dozen is packed a voucher representing this quantity. Druggists will preserve these vouchers until they have secured one hundred of them, and on March 31st, 1900, fill in the blank on the back of one of the vouchers and mail the full number of one hundred to us.

If the following conditions have all been complied with, we will return for one hundred vouchers one share, and for two hundred vouchers two shares of the Emerson Pharmacal Company's stock.

Condition 1st: The goods must be sold at full retail price.

2nd: The sender must be the owner or manager of a retail drug store on March 31st, 1900.

3rd: The voucher must represent the goods actually sold at retail, and cannot be taken from goods on hand March 31st, 1900.

4th: Druggists competing for these prizes must make affidavit before a Notary Public that all of these conditions have been complied with.

Very respectfully,

THE EMERSON PHARMACAL COMPANY,

ISAAC E. EMERSON, President.