

Office of the Excelsior Sewing Machine Company,
No. 93 & 92 King Street East, and 44 Church Street, Toronto, Ontario.

STRICTLY PRIVATE AND CONFIDENTIAL.

TERMS TO AGENTS.

PLEASE READ CAREFULLY.

DEAR SIR.—Herewith inclosed you will find a full description of the justly popular and rapidly selling EXCELSIOR SEWING MACHINE. This Machine is having a sale unequalled by any other ever brought before the public. If you wish to engage in a light, pleasant, healthful and highly profitable occupation, you can find nothing that will pay you one-half as well as this.

Profits of the Business.

Our poorest agents are averaging the sale of two machines per day, and we have many whose sales amount to four or six per day. Besides this, enough extra needles can be sold to more than pay travelling expenses; so that all the profit on the machines can be kept clear. We honestly believe there is no business in which you can make half as much, to say nothing of its being a very light and pleasant occupation. Families who have them in use frequently obtain a great many orders from neighbors and friends, and others, seeing them in operation; and a storekeeper, postmaster, or trader, in almost any place, by keeping them on exhibition, can sell large numbers without travelling at all.

Wholesale and Retail Price List.

Machines, gold-leaf finish, including cloth guide, screw-driver, half a dozen needles, printed directions, oil can, hemmer, and table clamp, &c.	Wholesale sale	Retail.	Agent's Profits.
One dozen at a time, each.....	\$8 00	\$15 00	\$7 00
Any number less than half a dozen.....	9 00	15 00	6 00
Tables, best design.....	4 00	8 00	4 00
" second quality.....	5 00	8 00	3 00
Half cabinet, plain.....	10 00	13 00	3 00
" extra finish.....	12 00	15 00	3 00
Needles; 4 sizes, per doz.....	0 75	1 20	0 45
" per 1,000.....	50 00	75 00	25 00
Hemmers, each kind, with machines, gratis.			
Others.....			

These are inducements perfectly unparalleled, and we hope you will give the matter your immediate attention, and if not otherwise engaged, send in your order and commence selling at once. The sewing machine business is just in its infancy everywhere. Ten years from to-day the trade will be better than now. Notwithstanding there are a great many machines in the country, statistics show, taking the United States together, that on an average only one family in three hundred have a machine. The time is coming when every family will have a machine as much as they now have a cooking stove. The people will not travel by stage coach when there are railroads, nor will they sew by hand when they can get a rapid wonder-working machine for the trifling sum of \$15. Those agents who commence first will, of course, stand the best chance, and it is not a business of a month or a year, but will last years if you choose to continue it.

How to Send Money and Orders.

Each order should contain full directions for shipping, &c., on what railroad, steamboat, stage line, &c., and be accompanied with cash in full. When it is not convenient to send cash in advance, we will, as an accommodation, send the goods by express, and C.O.D.; or, in other words, collect the amount through the express agent when and where the goods are delivered. You can send money in registered letters at our risk. You can also send money by express, post-office order, or bank check, by mail with perfect safety.

Agents are authorized to deduct 5 per cent. from the amount of their bills when they send cash in full, with their orders. This five per cent. saved by an agent is usually sufficient to pay the express or freight charges on his machines, and saves us the expense of sending a C.O.D. bill and collecting and returning the money. Machines in lots of a dozen and upward can be sent by freight nearly as quickly as by express, and at one-half the cost; but they cannot be sent C.O.D. except by express. Therefore, the best way, when you can, is to order in large lots, send your money in advance, save your 5 per cent. and have your machines sent by freight, and thereby save one-half the usual express charges. After all do as you choose. We merely state these facts.

A Word to the Wise is Sufficient.

You will, no doubt, find machines in different parts of the Provinces offered for a less price than ours, but take notice and you will see all those machines are made in the most rude manner. They are made merely to sell, not expecting they will sew; they are hardly worth their weight in old iron. Our machine is made by the most careful workmen, and under the immediate supervision of one of the most eminent inventors and machinists. Please compare it with any high-priced machine of the day, and see if it is not fully equal in point of finish and style. We do not class our machine with the cheap machines sold throughout the country. They sell you a worthless machine for \$12, and charge you \$1 for a hemmer, and give you only four needles. We sell you a perfect machine, in fine order, for a hemmer and all included, with half a dozen needles, competent to do the work of any \$50 machine.

No Man can Succeed in any Business, without Perseverance.

Acknowledged by the best judges to be the most practical Sewing Machine before the Public.