

Confidential

116. Broadway  
New York.

Dear Sir:

We take the liberty of forwarding our Circular of goods, offering you at the same time a valuable premium on any sales that you may make for us.

Our manufactures and importations are the very neatest, handsomest, and most saleable of any now offered and are placed at the very lowest possible price. Upon imported goods, we pursue the only safe course in times like these and make our prices in gold or its equivalent in currency. This gives the buyer a knowledge of the market at all times, making him conversant with prices by comparing the same with the quotations of gold, in which all imported goods are paid for together with duties and cost of transportation. These facts render it peremptory that we should receive our pay in the kind



that we are obliged to give, or its equivalent.  
The prices of any of our Watches can easily  
be ascertained by multiplying the price of gold  
by our price, thus: if one of our Watches is worth  
\$20. in gold and gold is selling at \$200 per  
dollar, you would multiply 20 by 200 giving  
the quotient of \$40, the price of the Watch in  
"greenback-currency". The quotation of gold  
can be found in the monetary report of any  
New York, Philadelphia, Washington or any  
of the principal papers, or a bulletin of gold  
will be forwarded from this office at any time  
upon application by mail or in person.

We are particularly anxious that some capable  
man should introduce our Watches in your  
section, knowing that their merit will secure  
their complete success and prove initiatory  
to a large business. To secure this highly impor-  
tant aim, we are willing to make your induce-  
ments more advantageous than those proposed  
in our Pamphlet. We do this only with the hope



that our liberality in prices may be balanced in some degree by an effort on your part, which will ensure the result we anticipate.

Upon every hundred dollars worth of Watches that you may sell or cause to be sold, we will give a premium of one of our very celebrated Combination Timepieces the price of which in gold is \$20, or with gold at 250 as it is upon the day we write the worth at wholesale is fifty dollars.

By a little exertion a hundred dollars worth of our goods can be sold and you pocket a handsome timepiece for your pains. This premium is offered solely with the view of having the sale of our Watches established as we know that when it is once done enormous demand must necessarily follow.



We hope that you will give our liberal proposition the consideration that we think it intitled to and commence efforts for the sale of a good bill of our articles at once.

Remember our Watches have received the most favorable notices of the Press and are all furnished in good running order, and warranted in every respect, also that we have nothing in our Store but of the very latest styles and of the most durable manufacture. If you are otherwise engaged and cannot accept our offer we will pay you liberally for any trade that you may bring us.

We hope to hear from you in a few days with a good order.

We remain with regard  
Very truly Yours  
D & M. Laughan