

THE JOSEPH LAY COMPANY, INC.

MANUFACTURERS OF

Brooms - Brushes

SINCE 1876

ORIGINATORS OF THE METAL CASE BROOM

PORTLAND, INDIANA

Mrs. Neill M. Smith,
Dobson, N. C.,

December 20, 1948

Dear Mrs. Smith:

Your letter December 15th.

We sell quite a number of our Kitchenette brooms to clubs such as yours for them to use as money making projects and the ones who have written have told us that they were very successful.

Until you can build up a trade the best way to sell is probably by going from door to door and actually selling to the women in their own homes.

Price is \$10.00 per dozen in lots of one dozen or more and if you order 6 dozen or more we will pay the freight charges, otherwise add 82¢ per dozen to the price of brooms to cover postage and insurance. A reasonable resale price would be \$1.15 to \$1.25 which would make you quite a nice profit and still not be out of line with competition although you may have to alter this price a little.

Please send a check or money order with your order so that we may ship sooner and handle our accounting more easily.

Thank you for your interest and consideration.

Yours truly,

THE JOSEPH LAY COMPANY

S. C. Lay
Sales Mgr.



THE JOSEPH LAY COMPANY, INC.
PORTLAND, INDIANA



DON'T SWEAT
"USE KITCHENETTE"

