



Inter-National Drug Company

Incorporated Under the Laws of Massachusetts

Sole Proprietors of

"NATURE'S HERB CURE"

The Best and Cheapest Family Medicine on Earth

RECOMMENDED FOR, Rheumatism, Dyspepsia, Neuralgia, Constipation, Chills, Fever and Ague, Female Complaints, Nervous Afflictions, Catarrh, Loss of Appetite, Nervous and Sick Headache, Piles, Worms, Malaria, Diarrhea, Heart Burn, Giddiness, Bearing-down Sensations, Whites, Difficult Menstruation, Acid Humors in the Blood and all diseases arising from impure blood.

Also Uncle Sam's Corn Remover and Blake Porous Plasters

1 TO 11 SOUTH ST.

BOSTON, MASS. U. S. A.

DEC 8 1910

W. F. BLAKE, GENERAL MANAGER

DEAR FRIEND:—

It gives me great pleasure to again send out our annual Christmas offer for 1910 and again to tell you of the steady and continuous gain in the demand for our remedy throughout the country and to acknowledge to each and every one of our agents our full appreciation of the great help they have given us and to whom our success is due.

As many of you know, once a year we offer a special inducement to sell as many boxes of our remedy, Nature's Herb Cure, as they can during the month of December and we enclose you full particulars in regard to the same for December, 1910.

First, we call your attention to the extra boxes for each and every cash order sent in from the time you receive this letter until January 1st, 1911, and to those who would prefer a present of one of these watches illustrated on the list enclosed, it will be sent in place of the extra boxes where preferred according to the amount sent in.

Now read what our special offer will do in the way of extra boxes. We will send with order of:—

		(Cost)			
12	50ct. boxes	\$3.00	6 extra making	18 boxes sell for \$9.00	you make \$6.00 clear
24	" "	6.00	12 " "	36 " " "	18.00 " " 12.00 "
36	" "	7.92	14 " "	50 " " "	25.00 " " 17.08 "
48	" "	10.92	18 " "	66 " " "	33.00 " " 22.08 "
72	" "	14.40	24 " "	96 " " "	48.00 " " 33.60 "
144	" "	25.92	50 " "	104 " " "	97.00 " " 71.08 "

144 50 cent boxes and 50 extra, total 194 boxes cost you \$25.92; these will sell for \$97.00, you make a clear profit of \$71.08 on an investment of \$25.92.

With \$1.00 Boxes as follows: —

		(Cost)							
6	\$1.00 boxes	\$3.00	3 extra making	9 boxes	sell for	\$9.00	you make	\$6.00	clear
12	" "	6.00	6 " "	18	" " "	18.00	" "	12.00	" "
24	" "	12.00	12 " "	36	" " "	36.00	" "	24.00	" "
36	" "	16.92	18 " "	54	" " "	54.00	" "	37.08	" "
72	" "	30.24	24 " "	96	" " "	96.00	" "	65.76	" "
144	" "	54.72	48 " "	192	" " "	192.00	" "	137.28	" "

With Uncle Sam's Corn Remover

		(Cost)							
3 doz. pkgs.	\$1.70	18 extra making	54 pkgs.	sell for	\$5.40	you make	\$3.70	clear	
6 " "	3.30	36 " "	108	" " "	10.80	" "	7.50	" "	
12 " "	6.25	72 " "	216	" " "	21.60	" "	15.35	" "	

Blake Porous Plasters



		(Cost)							
3 doz. Plasters	\$4.00	12 extra making	48	sell for	\$12.00	you make	\$8.00	clear	
6 " "	7.20	36 " "	108	" " "	27.00	" "	19.80	" "	

Year after year our old agents look forward to our Christmas offer which we are keeping up and it is a pleasure for us to renew it from year to year, as it gives us a chance to show our appreciation for the good work our agents have done for us during the past year.

We must ask you to send cash with each order for while we want to increase the sale of the number of boxes, we want at the same time to increase the amount of our cash receipts and it is only on a cash basis that we can afford to send out these extra boxes or watches as we do.

Now make your orders as large as you can and send in as many of them as possible between now and January 1st and remember that these extra boxes or watches will apply on any and all orders sent in from the time you receive this letter until January 1st, 1911. We not only want to make December, 1910, the largest month in our history but we also want to help you make some extra money for the Christmas holidays.

You can divide your order up having part of each, 50c or \$1.00 boxes of our tablets, or powder form if you desire, or *if you wish some boxes to sell at 25c a box* we have added them to our list but don't advertise them and you can figure them at 12½c each or \$1.50 per dozen. You can make up for a part of your order with Uncle Sam's Corn Remover or Blake Porous Plasters and we will send you either the watch or extra boxes or plasters whichever you prefer. With every order we send a liberal supply of free samples and advertising matter and will keep you supplied just as fast as you need them entirely free of cost to you. Please remember also that we add extra boxes to fully cover the express charges and also duties where sent out of the country.

Let us read you a few words from letters received from two or three of our agents last year :—

Inter-National Drug Company

Gentlemen :—

I was greatly pleased to again receive your Christmas offer and to know that you are still keeping up your generous proposition of giving extra boxes or premiums throughout the month of December and as you know, it has been my pleasure the past three years to take full advantage of the same and you can again put me down for a two gross order of the 50c size, adding the 50 boxes extra on one gross and send me the 20 year *Waltham Watch*, gent's size, on the other. This will mean to me that I can sell the extra 50c boxes and get enough for them to pay for one-half the cost of the whole shipment and have that nice little watch in my pocket, entirely free of cost with a handsome profit besides.

I am glad to report, as my sales show, that the demand for the tablets is steadily increasing and I make it a point to add a little new territory just as fast as I can for I know that wherever I once get them introduced that I am sure to have a steady call.

Another letter says as follows :—

Dear Friends :—

I was very glad to receive your special offer for 1909 and it came at a very good time for I was nearly out of your tablets and should have to order in a short time the usual amount of six dozen boxes but after reading your letter over carefully I have decided that it would be very foolish for me to order less than twelve dozen which gives me a lower price and extra boxes enough when sold, to pay for the whole order, so you can send me 144 boxes of the 50c size, for which I enclose postal order to cover the amount, \$25.92, giving me the fifty boxes extra.

I am glad to state that I have sold, as you know, hundreds of boxes of your tablets and every one sold with a guarantee to refund the money if not satisfactory but not in a single instance yet have I been called upon to do so.

Another :—

Dear Friend :—

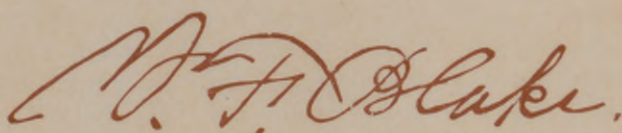
I am very glad again to receive your special Christmas offer for 1909, for I have in my pocket a constant reminder of your Christmas offer of 1908 in the shape of a 20 year gold watch, Elgin works, which I received at that time on the \$25.92 order and certainly it is the best investment that I ever made and I am only too glad to speak a word at this time in appreciation of your square treatment. I have sold goods for many firms and can truthfully say that I have never been better treated by any one and it is only fair to say that none of them

have been as generous as you have so this year I am going to repeat my order of 1908 and you can send me the \$25.92 order and send me the ladies' size, 20 year gold filled, open face Waltham watch, jewelled movement, which I am going to give to my wife for this will certainly make her a handsome Christmas present and will increase her interest I know in the sale of your remedy, Nature's Herb Cure, for which she already has a very high opinion. Please send goods promptly.

A limited space will only allow a few of these letters but we have them by the hundreds and some from the \$3.00 order up, but these are enough to show our new agents how our old agents feel in regard to this offer and to encourage them to take as full advantage of it as possible.

And now in closing, I want to say that I have tried my best in the year just passed to help you all I could and as this may be the last opportunity I shall have of writing you during 1910, I want to assure you that I shall accept every order received, whether large or small, as an evidence of your confidence and good will and promise you in the year to come that I will do everything in my power to make your connection with this company as profitable as possible and every one who responds to this offer will have an extra claim on my consideration, for I shall take it as a personal compliment and a proof that they are working with me, hand in hand, for our mutual success.

Sincerely and faithfully yours,

A handwritten signature in dark ink, reading "W. F. Blake". The signature is fluid and cursive, with a large initial "W" and "F" and a long, sweeping tail on the "k".

General Manager Inter-National Drug Co.

P. S.—To those who have received our premiums, it will not be necessary for us to say that everything we offer is warranted and guaranteed to be exactly as represented and to be perfectly satisfactory in every way and if you are not perfectly satisfied with your watch after giving it a month's trial, you can return it at our expense and we will send you the extra boxes of tablets instead.

Please send in your order before December 15th, if possible. I have a special reason for asking you to do this which I will explain fully in my letter acknowledging receipt of your order and I know you will be pleased to read it.