

ARGO MOTOR COMPANY, Inc.

MANUFACTURERS OF

THE ARGO "MOTORVIQUE"ALL COMMUNICATIONS SHOULD BE
ADDRESSED TO THE COMPANYBELL TELEPHONE 1672
CABLE BRIDOCK, NEW YORK

Mr. E. C. Wagner, Jr., JACKSON, MICHIGAN, U. S. A. Jan. 27, 1915
Sharon Hill,
Pa.

Gentlemen:

We have your valued inquiry and take pleasure in inclosing you here-with a descriptive circular of the Argo Car which we think you will find of great interest. It illustrates the accomplishment of an end which has long been looked for by both the general public and the motor car industry --the supplying of efficient, reliable and comfortable motor transportation at an initial cost and upkeep so low as to bring it within easy reach of the great mass of our population.

We have given careful consideration to your inquiry regarding a district representation and have tried to figure out some way in which it would be possible. We are accustomed to judging correspondence largely on the characteristics and nature of the hand writing and the make up of the letter, and your communication impressed us very favorably.

We regret to say, however, that in order that the car may be properly represented in the territory which you desire, it must, we believe be handled by an individual or company with an established place of business and a regularly constituted organization capable of selling and caring for automobiles. It is not impossible that you may be able to qualify in this respect--that is, to organize and handle it properly, and on a scale equal with its possibilities. If you are we shall be very glad indeed to hear from you further.

In the meantime, we have other applications from your city and should we close with one of them we shall certainly take the liberty of putting him in touch with you. So even if you are not at this time able to handle so large a territory yourself, you may perhaps be able to take a portion of it through him and in a reasonable time accumulate sufficient capital to take a general agency of your own.

It is hardly necessary for us to tell you the tremendous field to which the Argo appeals--you can think of thousands of people all around you who could use the car with both pleasure and profit. Physicians, contractors, salesmen, merchants and farmers--in almost every line the Argo will be welcome. For no such value at such a price has ever before been offered, and the general public demand will be enormous.

It is not a new and untried proposition. It has back of it some of the best engineering ability and most successful manufacturing experience in the industry.

With thanks for your inquiry, we are

Yours truly,

ARGO MOTOR COMPANY, Inc.