



HYSLOP BROTHERS, LIMITED

MANUFACTURERS OF

HIGH GRADE BICYCLES

IMPORTERS AND DISTRIBUTORS OF

CYCLE SPECIALITIES, TIRES AND SUNDRIES

12-20 SHUTER ST., TORONTO

Toronto, Jan. 24, 1914.

Dear Friend:-

We take pleasure in enclosing herewith our latest catalogue of Hyslop bicycles and sundries. The list price of our 1914 models has of necessity been considerably advanced on account of the more expensive equipment; although we have made practically no increase in the price to our agents, due to our large production and ability to buy materials in immense quantities for spot cash. Our saving in this respect represents your gain.

We shall be very glad to have you act as our Rider Agent again this year and therefore quote you special prices on our complete line of new 1914 bicycles, all fitted with coaster brake, as follows:

	Catalogue Price.	Agents' Special Net Price.
Leader.....	\$40.00	\$25.00
Tourist.....	35.00	22.50
Boy Scout.....	30.00	21.00
Boy Scout, with Imperial double tube tires.....	33.50	23.50
Ladies' Model.....	42.50	26.50
Girl's Model.....	35.00	22.00
Girl's Model, with Imperial double tube tires....	38.50	24.50

In case a bicycle is required WITHOUT COASTER BRAKE, a reduction of \$2.00 from agents' net price will be made to you on any model specified above.

For riders requiring a man's size bicycle (from 20 to 26 inch frame) we strongly recommend the "Leader" bicycle. It is fitted with coaster brake, Dunlop Special tires, mudguards, inflator and many other leading features found only in high grade wheels of other makes listed at \$35.00. Yet our price to agents is only \$25.00.

The "Tourist" bicycle also represents exceptional value for the money. A good pair of mudguards will be fitted by us on this model, at a special price to agents of 50 cents.

The "Boy Scout" is the most durable youth's bicycle we have ever made. It is being used in increasing quantities by boys who ride to school, while the pleasure and healthy exercise derived by its use at other times cannot be estimated. This also applies to the Girl's model.

Our Ladies' model is a great favorite with the fair sex on account of its handsome appearance and superb finish. Both men and lady agents find this a good seller.

All bicycle sundries, including tires, described in catalogue on pages 8 to 20 inclusive, will be sold to agents at a discount of 20% from list price. For example, the Self-Lighting Lamp, shown on page 8 and listed at \$2.40, makes the net price to agents only \$1.92.

Our agents' prices and discounts quoted in this letter are net F.O.B. Toronto, and not subject to further reduction or commission. Agents must make their profits above these net prices and cost of transportation, and may sell at any price they wish.

(OVER)

We will ship C.O.D. on approval to any address in Canada. No advance deposit required. When bicycle is shipped by express, you may take it out of crate upon arrival and give it a thorough examination and, if you find it as represented, pay the express agent the amount due. Freight shipments are also sent C.O.D., but collection is made through your local bank by means of sight draft attached to bill of lading. Upon payment of draft the bank turns bill of lading over to you, and the railroad agent will then deliver bicycle to you upon receipt of this document and payment of freight charges.

After you receive the bicycle (whether shipped by express or freight) take it home and give it 10 DAYS' TRIAL. Should you not be entirely satisfied after using it 10 days, you may ship bicycle to us by freight at our expense, and every cent you have paid out will be refunded. Could any offer be more fair?

Shipments within a reasonable distance of Toronto will be made by express and all others by freight, on account of lower transportation rates, unless otherwise arranged. Always specify on Order Blank whether you want us to ship by express or freight, as many persons who live at a distance prefer to pay the higher rate and have bicycle come by express rather than wait for the slower and cheaper freight shipment. Your local railroad station agent will be able to tell you what the rate will be on a crated bicycle from Toronto to your place.

Many of our agents also prefer to send cash with their orders, as it saves them from 25 cents to one dollar collection charges for returning money on C.O.D. shipments. In addition, payment in advance insures bicycle being shipped several hours earlier, as no documents or special instructions are then required by the railroad.

Remittance should be made by Post Office Money Order, Express Money Order or Bank Draft. Do not send cash by mail unless registered.

Remember, moreover, payment in advance also entitles you to 10 DAYS TRIAL, with the privilege of returning bicycle to us by freight at our expense if not satisfied after using it for that period, and your money will be promptly refunded.

Big money can be made in pushing our line of tires, lamps, cyclometers, bells and other articles specified in catalogue. Our list prices are lower than similar goods can be bought for in hardware stores or from bicycle dealers, and the 20% discount to agents allows of a good margin of profit. Cash for the full amount must accompany all orders for sundries not ordered with bicycle.

We would further suggest to every rider, that in order to get the utmost pleasure out of your cycling trips, you equip your bicycle with a Veezor Cyclometer, lamp, bell or horn, luggage carrier, etc. Any such sundries, as well as additional tires and supplies, can be shipped with the bicycle without costing anything for express or freight charges. A 5 lb. can of carbide, enough for a season's supply, could also be conveniently included in the same shipment.

In sending your orders to us you are dealing with the oldest and most reliable bicycle manufacturers in Canada. Our business has constantly grown during the past 26 years. We have our own plant, unexcelled facilities and ample capital, and are in a position to stand back of any offer we make. You risk absolutely nothing. We do not want a cent of your money unless you are perfectly satisfied.

Always use enclosed Order Blank when sending in orders. Read carefully the information and full directions printed thereon, and it will save correspondence and prevent mistakes. Write out your order and send it to us to-day. Do not delay.

Yours truly,

HYSLOP BROTHERS LIMITED.

AMB/NS