

HERBERT P. BAGLEY  
PRESIDENT  
EDWIN G. BAGLEY  
SECV. & TREAS.



CABLE ADDRESS  
"WABCO", WORCESTER  
PHONES  
5-6151-2-3

## THE WHITE & BAGLEY COMPANY

MANUFACTURERS OF

Oils · Lubricants · Soaps  
for every purpose

100 FOSTER STREET · WORCESTER, MASS., U.S.A.

Enclosed is copy of June letter to your salesman. I feel if they will follow along the lines as suggested in my paragraphs on the Indianapolis Race, this should result in added interest on the dealer's part.

Regarding Oilzum "M-6 Hydraulic Lift Oil" and Oilzum Shock Absorber Oil Type L, there is no question but if these products are talked up and prices compared with competitive lines, you would get more than a fair share of this business, which is considerable judging by the quantities ordered by our distributors who are pushing these items.

The same holds true on Oilzum VitaSolv and Oilzum Vitalube and our other specialties. The price is right and performance proves the merit of the products.

Please don't fail to let us know of any way in which we may help to popularize the Oilzum line among your organization so that you and we can cash in on a real profit making volume.

Kindest regards to you and yours.

Sincerely,

THE WHITE & BAGLEY COMPANY

George J. Nurse  
Sales Manager

GJN/ht  
Enc.

HERBERT P. BAGLEY  
PRESIDENT  
EDWIN G. BAGLEY  
SECT. & TREAS.



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### HERE'S NEWS!

**These drivers were not solicited or paid to use Oilzum.**

**They used it entirely of their own desire. Will you post this telegram prominently in your window or Service Department.**

**(Additional copies on request.)**

### The White & Bagley Company

DO NOT DIP IN WATER BELOW 75°  
AND  
DO NOT CREASE OR FOLD.



1. DIP IN (NOT TOO COLD) WATER.
2. PLACE IN POSITION.
3. SMOOTH FIRMLY SO THAT TRANSFER MAKES GOOD CONTACT WITH SURFACE.
4. SLIDE PAPER OFF SIGN.
5. WASH OFF FACE OF SIGN WITH CLEAN WATER AND SPONGE OR CLOTH. SMOOTH OUT ALL AIR BUBBLES.

**THE PALM BROTHERS DECALCOMANIA CO.**

THE PIONEERS OF THE DECALCOMANIA MANUFACTURERS

NEW YORK

CINCINNATI

CHICAGO



**MADE IN U.S.A.**



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WILSON