

[Circular letter and circular describing the United States family sewing machine]
[Biddeford, Maine. 1869].

no.11 July 24,. '69

**THE UNITED STATES Sewing Machine Company TWELVE DOLLAR FAMILY SEWING MACHINE
Something Entirely New! Invented in 1869.**

In the elegance and beauty of its finish, the wonderful simplicity of its construction, the certainty of its operation, and the quality of its work, it stands entirely without a rival in the Sewing Machine world.

• FULLY WARRANTED FOR FIVE YEARS. •

TEN REASONS Why the United States Twelve Dollar Family Sewing Machine is Superior to All Others.

1st. They are the simplest Sewing Machine ever constructed, and are consequently less liable to get out of order than any other.

2d. They use any kind of Thread, Silk or Linen, from the finest to the coarsest directly from the spool, without rewinding or oiling.

3d. They Hem, Fell, Stitch, Quilt, Tuck, Cord, Ruffle, and Bind, in the most superior manner, and can be adjusted to sew all kinds of goods from the finest Swiss Muslin, to the coarsest woolen fabric; working with ease through several thicknesses of thick woolen cloth, and in fact doing a greater range of work than any other machine is capable of.

4th. They make the celebrated elastic *lock* stitch, as elastic as the most elastic bias, and now universally acknowledged to be the best for all family sewing, there being no liability to break in washing and ironing.

5th. They use a straight needle having a perpendicular action, which is essential on heavy work, all curved needles being liable to break.

6th. They have an *under* feed like the high-price machines of Wheeler & Wilson, Singer, and Howe, and run *without noise* at the rate of two thousand stitches a minute

7th. They are not liable to soil the dress of the operator, and do not have to be taken apart to be oiled.

8th. When adjusted it is *impossible for it to drop stitches*; nearly all other machines give a great deal of trouble in this respect especially in passing seams.

9th. It is not injured by being turned back ward; thus rendering it less liable to be put out of order by children or by turning in the wrong direction.

10th. A perfect outfit of Extra Needles. Oil Can, Screw Driver, &c., with full printed instructions, accompanies each machine, without extra charge, so that a person who never saw a sewing machine can learn to run it in less than half an hour.

Agent, At County of State of

THE IMPROVED UNITED STATES TWELVE DOLLAR FAMILY SEWING MACHINE

In this age of inventions for the saving of labor, there is no object of greater importance and interest than the Sewing Machine, or one from which the whole community should receive greater benefit. From the very nature of its office it should stand pre-eminently forward, the great time-saver and benefactor of our race. By its use the wearisome labor of hours should become the pleasant pastime of minutes, and want and human suffering be supplanted by plenty and enjoyment. But this has not been accomplished, and cannot be through the medium of those machines the price of which places them entirely beyond the reach of the very classes they are mostly designed to benefit. It can only fully be brought about by one whose *simplicity of mechanism* shall render it at all times reliable and easy of comprehension to any person of ordinary mechanical skill, and whose *price* shall place it within the reach of every one requiring its aid. Such a machine is the United States Twelve Dollar Family Sewing Machine, to the merits of which we respectfully invite your attention. It is the first and only *cheap* machine ever constructed which embodied all the indispensable qualifications necessary to do *good family sewing*. Its marvellous simplicity and the accuracy of its operation excite the admiration of every beholder. Being conceived upon an entirely new and original plan, it stands out alone and by itself unrivaled in its numerous points of excellence by anything ever heretofore attempted in the Sewing Machine line. In short, it possesses in an eminent degree all the elements necessary to place it in every family in the civilized world. It is now pretty well understood that the cost or value of a Sewing Machine cannot be estimated by the amount of iron or steel used in its construction. The greater the simplicity of a machine, no matter what it is or for what purpose

used, the less liable it is to get out of order and the easier to repair it. Hence it is that nearly all the Sewing Machines heretofore in use have proved labor-saving only in name. Our Twelve Dollar Family Machine has been constructed with a view to meet the want which exists for a *good* machine at a *low* price, and in all respects it fully meets the expectations of the inventors. Its simplicity renders instruction to use it almost unnecessary, and any person can become master of it in a few minutes with proper attention. It can be taken apart, cleaned and put together again in perfect running order, in less than three minutes, and no part of it requires removal to be oiled. It runs with the greatest rapidity, making the celebrated elastic lock stitch, the only one which admits of the garment being thoroughly washed and ironed without breaking. For Family Sewing, Plantation Sewing, Dress Making, Cap Making, Vest Making, Tallors' use, &c., &c., it is not excelled; its evident superiority over all other machines which are sold for less than \$60 each, designating it at once as the only rival of the high price machines. For this reason the proprietors and agents of the high price machines use the most strenuous efforts to place ours in the most unfavorable light possible; but their opposition only tends to call attention to our machine, and the comparison invariably results in our favor.

OTIS T. GAREY, (only wholesale Agent for the Co.), Biddeford, Me,

[Will soon be for sale at retail by responsible Agents in all parts of the United States.]

READ WHAT IS SAID OF IT!

Albany; April 27, 1869.

Mr. Garey,

Dear Sir: —I have been using your improved United States Twelve Dollar Sewing Machine on sale work for nearly six weeks, and find it every thing it was recommended. For several years past I have worked on the high price machines of various kinds, but must say that I have never used one that gave me better satisfaction than yours. *It has never skipped a stitch or been out of order* since I have had it, which is more than I anticipated, for to tell you the truth I never had much faith in cheap machines until after using this. I suppose, of course, that you know that your former agent here, Mr. Bentley, is dead, and I therefore send to you for some extra needles. I want one or two very fine and one or two very coarse, and the rest medium. Please send them at once. I send you \$1.00 and you may send that amount of needles. I think that you ought to have another agent here as a great many have asked me about the machine, and where they could be had.

Yours truly, Mrs. Clara P. Kellogg, No. 41 Barth Street.

Worcester, Mass., June 10, 1896.

Dear Sir: — I arrived here last night and found the box by express all right. I have taken *forty-one* genuine orders for machines within the last five days, and traveled on foot to do it, to say nothing of about as many more who have examined the machine and partly agreed to take them. This is much better than I expected to do. If you only keep the quality of the machine up to its present standard I can sell thousands of them. I send you a bank draft on the National Bank payable to your order for \$216.00, which is all I can send you now until I get some more machines and deliver them. I want a dozen machines sent by express as soon as you get this, directed to me at the Bay State House here, and another dozen sent first of the week by express to the Massasoit House at Springfield, as I am going there in the course of four or five days. Don't fail to put in all the extras that belong with them, and see that they are well packed. Also send half a dozen Hemmers and one extra Oiler as one of the Oilers in this lot seems to turn up missing. Write me by first mail and let me know when I may expect the machines here, as they are all promised, and more too, next week. Now don't fail to ship the machines as above, if you do it will give me a good deal of trouble and put me back in the business. I can sell your machines if you will only make them as good as they now are and furnish them promptly.

I remain your obedient servant, J. P. Wade.

P. S. You may send *two* dozen machines here instead of one, and also five tables. Send soon as possible

Washington, D. C., May 28, 1869.

Gentlemen: —When in Newark a few days ago I saw one of your Family Sewing Machines, called the Improved United States Machines. Its simplicity and the excellence of its operation commended it to me very highly, and as I am in want of a machine for family use and cannot afford to pay the exorbitant prices charged for the large machines (which I am sure do no better work than yours), I write to ascertain the name of some agent in this vicinity that I may procure one. I have spoken of your machine to several of my neighbors since my return and they are all very anxious to see one, as they want machines. I enclose a stamp for reply. Please address Mrs. Mary J. Bevan, care of S. Bevan, Esq., Washington, D. C.

Yours truly, M. J. Bevan.

Reading, May 10, 1869.

Dear Sir: — I recently purchased one of the Improved United States Machines of an agent of yours in the western part of the State, and brought it home for use in my family. I am free to say that it is the best sewing machine I ever saw of any kind, and if I had been prepared with machines I could have sold one hundred to persons who have seen it work. If you have no agent in this vicinity already appointed I should like to take the sale of the machine, and will send for fifty of them to start with if your terms are fair. My brother will also take an agency and travel with them in the State of Virginia where he resides. Let me hear from you soon stating what you will do on machines by the dozen, and also by the *hundred*. If I go into it I shall want them in large numbers. Yours, &c.

H. Vanderdyke.

Burlington, June 3, 1869.

O. T. Garey, *Wholesale Agent,*

Dear Sir: — I have been out three days with my sample machine and have taken *thirty-four orders*. The first day out I took *over twenty* good orders, which is not bad for these times. I enclose you a draft for three hundred and twenty-five dollars for which I want the following: [Here follows a schedule of the articles ordered.] I shall make a canvass of this section as fast as possible before I return home and shall have a good smart man to help me after next Wednesday, who can take as many orders as I can. Hurry up the machines and I will hurry up the orders. Send plenty of circulars.

Yours respectfully, Stephen I. Illsley.

P. S. Send by express.

Trenton, June 17, 1869.

Mr. Garey,

Sir: —By a sad mishap I have broken the excellent sewing machine my son purchased of you last February. It got thrown from a table by a child and I fear that it is ruined, as the arm, or part in which the needle shaft runs, is broken in three pieces. This is a great affliction to me just now as my son is sick and unable to work, and nearly my whole dependence was on the machine. By referring to your books you will probably see my son's name, Amasa Lafoy of Elizabethport. He was about to commence taking orders, when he was taken sick, and has been unable to leave the house since. As we have had one machine at the retail price, I write to see whether you will not make some reduction and let us have another, as we have had such bad luck in getting this broken. If you will do

so I shall feel exceedingly grateful, and am confident that we can sell large numbers of them, as mine *has never missed a stitch since I had it, and has earned me as much as ten dollars a week some weeks.* As soon as I hear from you I will forward you the money for another. As the table is good I only want the machine. As I shall return to-morrow please address,

Mrs. Martha Lafoy, Elizabethport.

P. S. Perhaps you will remember selling Mr. George Thaxter one of your machines. He bought it on my recommendation and likes it very much.

Hundreds of similar letters are received weekly from our agents and those who have the machines, but the above show in what estimation it is held by those using it, and also how it is selling.

Entered according to act of Congress, in the year 1869, by Otis. T. Garey, in the Clerk's Office of the District Court for the District of Maine.

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STRICTLY CONFIDENTIAL. Office of the AGENCY DEPARTMENT UNITED STATES Family Sewing Machine.

Dear Sir:

With this we forward you a circular describing the new and beautiful Family Sewing Machine which we have just commenced manufacturing, and for which we wish to obtain agents as soon as possible throughout the whole country. We can confidently assure you that our machine is almost entirely unlike anything ever before attempted in the sewing machine line, being conceived upon a new principle, and for beauty, simplicity, accuracy, durability, and the quality of its work, cannot be surpassed by any machine, high price or low. It is the first and only cheap sewing machine ever invented, which combined the qualities necessary to perform good family sewing in a manner equal to the high price machines, and has been constructed especially to meet the wants of that large portion of the community who are in quest of a *good* family sewing machine at a *low* price. There are comparatively very few families, even among the wealthy, who will submit to paying fifty, seventy-five, or one hundred dollars for a single machine, the first cost of which is really no more than fifteen or twenty dollars, and for this reason many families have been prevented from obtaining them, and now not one family in every five hundred, take the country through, has a machine of any kind. Our improved Twelve Dollar Family Machine if sold at Twenty-five or Thirty Dollars even, when its cost and real value are taken into consideration, would be much cheaper in proportion than the

fifty and seventy-five dollar machines of other manufactures. Its superior and beautiful style is unsurpassed, being highly ornamented with real gold leaf, and embellished with flowers, landscapes, &c., rendering it a most appropriate and elegant ornament for any parlor. It makes the celebrated elastic *lock* -stitch, the only one which will permit the garment to be thoroughly washed and ironed without breaking and unraveling. The cuts accompanying this do not give an exact representation of it, being less elaborate than they should be, and varying in some particulars from our improved machines, to our disadvantage; but though doing it great injustice, it will nevertheless serve to give you an idea of it.

In order to introduce our new machine as rapidly as possible, we have decided to offer agents better inducements than we think were ever before offered in any legitimate business. We *know* that we have got the best machine for an agent to sell which has ever been manufactured in this country, and any person of ordinary ability can easily make from \$1000 to \$5000 a year above expenses by selling them. This is no *guess* work, for our agents now in the field are doing even better than this. We charge nothing for territorial rights and let each agent go wherever he can do best so that you will see the importance of getting to work at the earliest moment. But there is room enough for all, so that no fears need be entertained, on that score.

Address all orders and letters to OTIS T. GAREY,

205 Main Street, Biddeford, Maine.

MACHINES.

Our machines retail for twelve dollars each, and in the south and west frequently as high as fifteen and even twenty dollars, according to locality. After the first or sample machine, we furnish them to agents for six dollars each or seventy-two dollars per dozen in any quantity. As this price leaves us a very small profit we cannot vary from it, no matter how many are taken. See article headed "How to Commence."

TABLES.

The machine is so constructed that it can be readily attached to the side of any common work table or dinner table by means of a clamp, which goes *free* with each one, so that it is wholly unnecessary to buy the cumbersome sewing machine table required with other machines unless you wish to, as the machine will work just as well without it. However, as some customers want the regular sewing

machine table, we build a very elegant one with black-walnut top, iron legs, wheels, foot treadle, &c., beautifully painted and ornamented, which we furnish to agents for five dollars each. As we make but a few cents apiece on them, this is the very lowest price whether you take one or a thousand. The tables retail for eight or ten dollars each, according to locality and circumstances. You will understand that the machine is entirely complete in itself without a regular sewing machine table; but as some customers prefer such tables, agents can take orders for machines with or without them. Nearly all agents commence with the machine alone, at first, and then, if they find they have a sale for tables, send for them afterwards.

HEMMERS.

Our machines will hem, fell, quilt, stitch, bind, tuck, embroider, &c., without any extra appliances, being complete in itself, but a hemmer is a great assistance, and agents find a ready sale for them at a good profit. We furnish the best hemmer made, embodying all the latest improvements in that article, for fifty cents each. They retail for one dollar each.

SELF SEWERS.

This is one of the most valuable inventions recently made for increasing the capacity of the sewing machine. It can be applied to any machine by the Gauge screw, and is of the greatest importance in sewing straight seams, making bosoms, cording, binding, stitching very close to the edge, &c., especially to beginners. As its name implies, it is a self-sewer, guiding the work without assistance from the operator, thus obviating the necessity of closely watching the sewing, as is necessary on ah machines where one is not used. Its use also preserves the eyes and prevents pain in the side and back, objects which will be understood and appreciated by all old operators of machines. They are all silver plated and finished in the best manner, and with each one we send full printed instructions for using them on all kinds of work. We furnish them to agents for seventy-five cents each, or \$6.00 per dozen if you take a dozen at a time, and they retail for one dollar and a half, and you can nearly always sell one wherever you can find a sewing machine, as well as with every one of ours. Many who are using them say they would not be without them for \$25, if they could not get another. They hold the cloth down very smoothly, and prevent it from *puckering*, or running under the Gauge.

NEEDLES.

The successful operation of any sewing machine depends much more upon the perfection of the Needle than is generally supposed. We have all our best needles made expressly for us, of the finest imported needle steel, and finished in the most perfect manner. There is but little made on them, either by us or the agent, but as they are indispensable, a good supply should always be kept on hand. We furnish them for one dollar a dozen, and they retail for ten cents each.

OIL AND THREAD.

Good oil is a very important thing, and no machine will run well when dirty or where poor oil or poor thread is used. We put up a very fine quality of oil, made on purpose for our sewing machines, which never sums up or becomes sticky. Agents sell it for 50 cents a large bottle, and we furnish it to them for 25 cents. The prices of silk, linen and thread, fluctuate so now that we do not furnish any except the spool, which goes free with each machine. But when you buy be sure and get a good quality.

No. 11 July 24, 1869 Book

FREE.

We send with each machine *free*, a full set of Needles, Screw Driver, Oil Can, Gauge and Screw, Spool of Thread and full printed instructions, making a complete out-fit, so that persons who never saw a sewing machine during their whole life time can learn to run it in a few minutes.

HOW TO COMMENCE.

In order for you to commence business it will be necessary to have a sample machine to exhibit and take orders from. This you cannot do without. For the first machine we shall charge you the full retail price, viz., \$12.00. This we are obliged to do in order to secure ourselves from loss, as many apply to us merely to obtain the sample machine for their own use, who never intend to act as agents, and of course have no claim for machines at the wholesale price. Also, to secure ourselves we are obliged to request all new agents to pay in advance for the machines, as it is the only way we can insure ourselves against loss from those who apply to us for an agency merely to get our machines and never pay for them. As we are obliged to deal almost entirely with strangers and persons at a distance, we cannot deviate from the above rule; but in order that our agents may be perfectly satisfied in every respect, we pay back the extra \$6 they pay on the first machine, by deducting it from the price of the first half dozen machines they order afterwards; so that, in fact,

you get the first machine at the wholesale price, provided you act as agent. If you send the money for three machines or more in your first order, they will be furnished you at the wholesale price, as the amount of your order in such a case will be received as proof that you intend to act in good faith as agent for the company. You will at once see the fairness of this arrangement, and that it is the only one we can make where we are dealing with persons who are entirely unknown to us, for if we should sell a single machine to any person who applies, at the wholesale price, our genuine agents could do nothing. The machine is really worth more than any twenty-five dollar machine in the market to use in any family, so that, should you be prevented by sickness or any other cause, from going into the business after you have obtained your sample machine, you will find no trouble in disposing of it. The machine weights but five or six pounds, and can be easily taken around with you in a little box, which you can make for it, or you can take it in your hand. Many persons who are located, by having one of the machines to show in their store or family, can obtain a great many orders. Some families have sold great numbers in this way. You should endeavor to fill all orders as soon as possible after obtaining them; but where you can possible do it, you had better send for a half dozen or a dozen at a time, at least, as they box much better in that way, and the Express charges or freight on half a dozen or a dozen will be but little more than it is on a single one. As fast as we receive your orders the machines will be immediately sent to fill them. They are all boxed in the most thorough and substantial manner, and can be sent with perfect safety to any part of the country. In the first place, after receiving the sample, you want to learn to use it perfectly yourself, and then you will be prepared to show others its operation and obtain orders. We furnish circulars free, like the one we send you with this, for you to distribute in obtaining your orders. We send them in the same box with the machine, together with the extra needles, oil can, screw drive, &c., which belong with it.

TWO WEEKS TRIAL.

As many persons who have never seen our machines think that, perhaps, they are no better than other machines which have been sold throughout the country at low prices, we have decided to let all who purchase a sample machine have it two weeks on trial. If then they are not perfectly satisfied with it in every way, they can return it in good order, freight paid, and have their money refunded. In this manner you can see just what the machine is, how it looks, and what you can do with it, and if you do not find it all right in every respect, all you have to do is to return it as above and get your money.

MACHINES &c. C. O. D.

We frequently have orders from parties to send machines, tables, &c., C. O. D., or to be paid for on delivery. We are always willing to accommodate our agents in every reasonable way, but if they knew the trouble, expense and delay of doing business in this way no agent would ever ask us to do it. It is far better for the agent to send pay with his order as all cash orders are always filled first; and besides it saves us the unnecessary expense of keeping an extra account, and getting the money collected and returned by express. However, we sometimes send machines &c. to responsible parties to be paid for on delivery, but as some after ordering machines to be paid for in that way cannot raise the money to take them after they arrive, or perhaps neglect to take them at all, thus putting us to great delay and the expense of getting them back and paying expressage both ways, we have decided to send no more in that way unless the party ordering them sends five dollars or more in advance to secure us from loss. Whatever sum is paid in advance will be credited and the balance collected in such cases; but we beg of you not to put us to the trouble, and yourself to the delay of this style of doing business. •Tables must in all cases be paid for in advance before they will be sent, as we make nothing on them to speak of and therefore cannot be to any expense in selling them.

HOW TO PAY.

Where there is a Bank near you pay your money into that and get a draft on New York or Boston for the amount you want to send. Have it made payable to the order of Otis T. Garey, and send it by mail in a letter. Or what is just as well, get a Post Office Order for the amount at your Post Office, and send the Order in a letter. If not convenient to get a Draft or a Post Office Order, send your money in a Registered Letter. Your Post Master can always register your letter, and the expense is trifling. When money is sent us by Draft, Post Office Order, or in a Registered Letter, it may be sent at our risk, and the expense of registering the letter or buying the order or draft may be charged to us. There is, however, very little risk in sending money in the usual manner by mail, and out of thousands of letters we never had one lost; but in order to make it *perfectly* safe you had better get your letter registered or buy a draft or Post Office order, as then it is impossible to meet with loss, and we had rather pay the extra expense ourselves than to send the machines C. O. D. In ordering be particular to sign your name distinctly, and state explicitly to what place and how you want the goods sent.

HOW MUCH YOU CAN MAKE.

We frequently have letters asking how to sell machines and what can be made in the business. In the first place learn to use the machine yourself and then you can exhibit it to good advantage. After that all there is to do is to show it and sell machines on the spot, or take orders for future delivery like getting subscribers for a book. In average territory you will sell from two to five a day. Sometimes in what seems to be poor territory you will get large orders, and then again in apparently good territory, very few orders. In really good territory you ought to get from ten to twenty-five orders a day. Twenty-five orders a day will pay you \$150.00 a day, or \$3,900.00 a month, or \$46,800.00 a year! Ten orders a day will pay you \$60.00 a day, or \$1560.00 a month, or \$18,720.00 a year! But putting it down to the lowest estimate, and allowing for bad weather, sickness, poor territory and all other drawbacks, and reckoning that you get but two orders a day, even then it will amount to \$12.00 a day, or \$302,00 a month, or \$3,624.00 a year! Besides this you can sell tables, hemmers, needles &c., enough to pay expenses and more too. This is some better than hoeing corn at \$40 a month or measuring tape at \$400 a year! We honestly believe that there is no business under heavens in which you can make a quarter part as much, to say nothing of its being a very light and pleasant occupation, and one which any one can follow.

SPECIAL NOTICE.

We give the following certificates that all who deal with us may know that they are dealing with responsible parties.

Post Office, Biddeford, Maine, July 3d, 1869.

Mr. Otis T. Garey has long been a well known and responsible citizen of this city, and I have no hesitation in saying that all moneys received by him in the course of his business will be faithfully accounted for.

C. F. COWAN, P. M.

City Clerk's Office, Biddeford, Me., July 3d, 1869.

This may certify that Mr. Otis T. Garey is a resident of this city, where he is extensively engaged in the manufacture and sale of sewing machines. I consider him perfectly responsible for any amount of money which he may receive in the regular transaction of his business.

F. D. EDGERLY, City Clerk.



Entered according to act of Congress, in the year 1869, by Otis T. Garey, in the Clerk's Office of the District Court for the District of Maine.

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