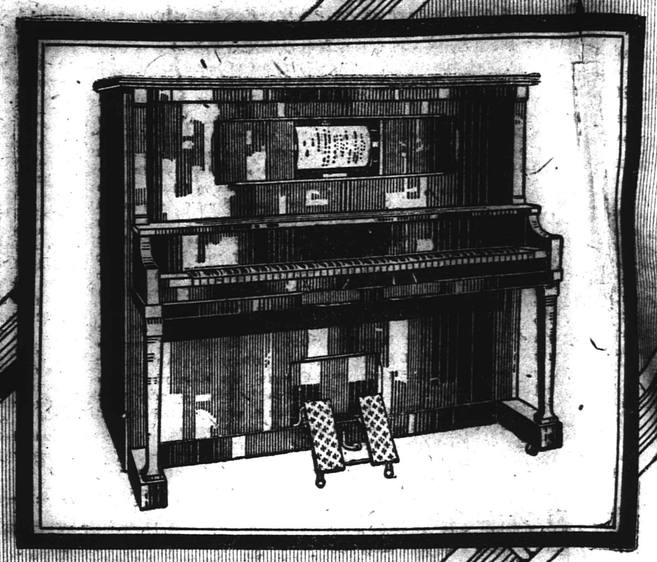
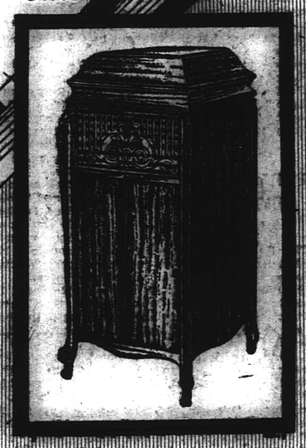
Will You Win?

More Than $1,600 in Prizes, in Addition to Liberal Money Commissions, Will Be Distributed In This Big Contest.



Here is your opportunity to make good money during your spare time—*and to win a valuable prize besides.* Look at these prizes:

GRAND PRIZE—Story & Clark Mahogany Upright Player Piano	$1,000.00
2nd PRIZE—Vitanola Talking Machine (Mahogany or American Walnut)	216.00
3rd PRIZE—Lady's Wardrobe Trunk	160.00
4th PRIZE—Diamond and Pearl Brooch	100.00
5th PRIZE—Combination Ivory Toilet Set and Lady's Traveling Bag	56.00
6th to 10th PRIZES—$10 in cash	50.00
11th to 20th PRIZES—$5 in cash	50.00



You cannot afford to overlook this splendid opportunity.

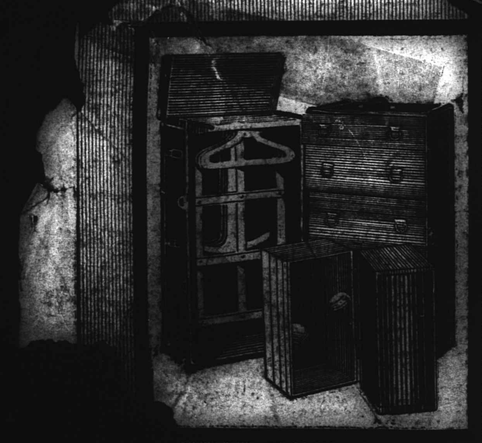
You have the ability to get out and get your share of the prize awards. Just make up your mind that you will spend a few minutes every day working for the prize you want.

You will be surprised to find how easy it is. And on December 11, when the contest ends, you will be one of the happiest persons in town if you cash in on one of these handsome prizes.

Read the full details below, and then do not delay a minute. Get right into this big contest with the determination to win.

Contest Closes December 11, 1920

Prizes delivered by Christmas



HERE IS THE WAY

Fill out the coupon in the lower right hand corner of this page and mail it in by the next mail with 25 cents in stamps or coin to cover cost and postage. In return you will receive

1 Regular 50-cent box of Betty Brown's NEVERKINK Grower and Straightener Oil

With it, you will be sent literature telling you just how NEVERKINK Oil beautifies the hair and scalp, how to sell NEVERKINK to your friends and how to win one of these fine prizes, and at the same time make a liberal commission on your sales.

With the sample and literature you will have no trouble at all in selling NEVERKINK to your friends. Betty Brown's NEVERKINK Grower and Straightener Oil and its companions, NEVERKINK Double Strength Grower Oil and NEVERKINK Temple Oil are in big demand, and as soon as you show them and explain how truly remarkable they are, you will find women eager to buy and use them.

The Sales Come Easy

We will furnish you with convenient order blanks which make it a simple matter for you to have your orders delivered. At the end of every week you send in your orders to us. We will promptly send you the goods, which you can deliver to your customers in person.

This gives you a chance to keep in touch with your customers, and to make repeat sales month after month. In this way you will build up a big solid business for yourself.

And when your friends find out that you are entered in the EXCELLO $1,600 PRIZE CONTEST, they will be anxious to buy from you and thus help you win your prize.

And Remember You Get a Liberal Commission on Every Sale

While you are working for your prize you are making easy money for yourself. You get a liberal commission on every sale you make. When your sales equal or exceed an average of two boxes a day in any one month, you will be paid an additional bonus on all goods sold during the month. This makes big pay certain for you even if you should not win a prize. You cannot lose in this contest.

How the Prizes Will Be Awarded

The agent making the biggest total in sales during the fourteen weeks of the contest will receive the first prize—an Upright Player Piano. The agent making the second largest total in sales will win the second prize—a Vitanola Talking Machine. The agent making the third largest total in sales will receive the third prize—a Lady's Wardrobe Trunk; and so on through the list of prizes. To the agents ranking 6th to 20th will go the cash prizes.

An Average Sale of Two Boxes of NEVERKINK a Day Will Keep You in the Contest

Because of the expense of making up the prize list and holding this big contest we are obliged to make the condition that contestants must sell on an average of at least two boxes of NEVERKINK each day to keep in the contest. This is a very small number. You will be able to sell many more than two a day with careful attention to business and a little selling ability.

DO NOT WAIT. The contest is open now. The first week for which orders must be in, is the week ending September 11. But you may start now and take advantage of the time before the first week. Every minute of every day counts. Remember the closing date—December 11—and get busy.

Excello Products Co.

Department **U** St. Louis, Mo.

(TEAR ALONG THIS LINE)

COUPON

EXCELLO PRODUCTS CO.
Department U St. Louis, Mo.

I desire to enter the EXCELLO $1,600 PRIZE CONTEST. Please send me a regular 50-cent box of Betty Brown's NEVERKINK Grower and Straightener Oil, together with order blanks and selling details. I am enclosing 25 cents in stamps or coin to cover postage and cost on the sample.

Name .....
Address .....
City ..... State .....