

Bausch & Lomb Optical Co.

Rochester, N. Y., U. S. A.

*New York; Boston; Chicago; Frankfurt a/m, Germany;
San Francisco; Washington; London; England.*

Washington, D. C. January 29, 1908

606 13th Street, N. W.

**613 15TH STREET N. W.
METROPOLITAN BANK BUILDING.
WASHINGTON, D. C.**

Mr. Robert W. Worth,

50 Hollister St.,

Rochester, N. Y.

Dear Mr. Worth:

The writer has just received your communication of the 28th inst., and will hasten to reply. We hardly think that the opening that we have would appeal to you very much, from the fact that we will be unable to pay a very large salary to commence with, but will be pleased to consider your application. We would want you to consider the matter very seriously before coming so far, and also might mention the fact that you will have to consider that you will be away from home and will have to board. The writer would like to have you call at our factory and have a talk with our brother, Mr. L. M. Potter, on this matter. He is Sales Manager for the Company, and will certainly be interested in assisting us to secure a good man. We are writing him concerning you, and will let the matter rest until after you have had a talk with him. After you are fully advised as to the duties of the position, etc., we shall be pleased to have you write us again and state what salary you would require.

We might state briefly that the work will be quite diversified; that is, part of the time you would be in the office, at other times

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Washington, D. C. 1/29/08

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WASHINGTON, D. C.

Mr. Robt. W. Worth

your work would take you around the city. We have a limited amount of delivering to do, goods to unpack, pack up, etc., and in fact, we would expect you to do willingly anything that might be asked of you. Our office force is very small at present, consisting of the writer and stenographer, and you can readily see that the duties that would fall upon you would be of a general character. We would expect you to study our catalogues and get a talking knowledge of our goods, as soon as possible, so that you could handle customers as they come into the office. Owing to our personal acquaintance with you and knowing of your very excellent character, we certainly would take pleasure in having you with us. We will hold the matter open until we hear from you again.

Yours very truly,

AOP/M

Washington Branch
BAUSCH & LOMB OPTICAL CO.

Per. A. D. Potter Mgr.

Bausch & Lomb Optical Co.

Rochester, N. Y., U. S. A.

New York, Boston, Chicago, Frankfurt ^am. Germany.

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Washington, D. C.

Feb. 5, 1908

618 15TH STREET N. W.
METROPOLITAN BANK BUILDING
WASHINGTON, D. C.

606 13th Street, N. W.

Mr. Robert W. Werth,

50 Hollister St.,

Rochester, N. Y.

Dear Mr. Werth:

We are in receipt of your favor of the 3d inst., and have also just received a communication from our Company concerning you, and we wish to state fully the conditions upon which it will be necessary for you to come, if you accept the position with us. If these conditions are agreeable, we shall be pleased to have you come at your earliest opportunity. If you accept the position, you will be expected to do what delivering we will have to do, which, at the present time, is very limited; pack and unpack goods (which, at the present time, the writer is doing) and in fact, make yourself generally useful both in the office and out. So far, we believe you will have no objection whatever to the work, but we will expect you to spend a great deal of time studying our catalogues. Our product is very technical and complex and will require a lot of hard studying for you to get familiar with it. The writer will be perfectly willing to assist you in this matter, as much as possible. In fact, we will expect to give you a lot of our time assisting you in familiarizing yourself with our goods.

Another phase of the situation that presented itself, was

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WASHINGTON, D. C.

Washington, D. C.

2/5/08

606 13th Street, N.W.

Mr. R. W. W.

this:= you may not like the position or possibly you may not suit us, and in this event, we wish you to seriously consider the fact that you will be put to quite some expense to come here, and if you do not keep the position you would have the expense of returning to Rochester; but if you are willing to risk this phase of the situation, and will be willing to start at \$10.00 per week, we wish to offer you the position. In case you accept it, we would like to have you come as soon as possible. We would like to have you reply immediately, stating whether you will come or not, and also advise us when we may look for you. We hope that you will consider this matter favorably, and believe that you will not only like the position, but we also believe that you will make us a good man.

Awaiting an early reply, we remain,

Yours very truly,

AOP/M

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WASHINGTON, D. C.

~~606 15th Street, N.W.~~ Feb 5/08

Dear Mr. Werth;

I wrote you today giving you notice that the position was yours but there are a few little things that I wish to say to you that I did not care to put in the general letter, and for this reason, I would like this letter considered as strictly personal.

In the first place, I shall be very much pleased if you accept the position. I think it will be for our mutual good. I think it is a splendid chance for you and I am sure that you will make us a good man.

Now, I don't think you need to consider what I said about the fact of your not making good. You will make good and I am certain of it, but if you should not, I will see that the entire expense of your coming down here does not fall on you. Now I will assume that you are going to accept the position. You can either take a day ride or a night ride down here and I would like to have you here next Monday morning. If you take a night ride suppose you leave Sunday night and I will meet you at the train Monday morning. If you take a day train suppose you take the Sunday train, getting here Sunday

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night. Only I will not be able to meet you Sunday night because I have to lead the League that night. If you prefer, you could come Saturday and I will meet you Saturday night. You had better send me a telegram, stating when you will come. Mail is pretty slow in getting here.

Now our office address is 613-15th St. N.W. and our home address is 1253 Newton St. Brookland D.C. Until you can get settled comfortably, our home will be your home, and if, for any reason, I should not be at the train to meet you, just come direct to the office if in the morning and out to the house if in the evening. Mr. Hoffmaster will tell you how to get to either place. By inquiring you will have no trouble finding us. You can assure your people that we will take an interest in you and look after you, the best that we can.

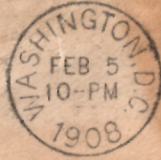
I am inclosing R.R. time table and have marked the day train and night train.

Give my regards to your people.

Yours very truly

A. D. Potter

AFTER 5 DAYS RETURN TO
BAUSCH & LOMB OPTICAL CO.
613 15TH ST., N. W.
METROPOLITAN BANK BUILDING
WASHINGTON, D. C.



Mr. Robert W. Werth,

50 Hollister St.,

Rochester, N. Y.



ROCHESTER, N.Y. REC'D
FEB 6
12-PM
1908

Wavy cancellation lines