

Republican Pub/Co.
Harrodsburg, Ky.
Gentlemen:-

November 20, 1914

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We are enclosing herewith for your signature some notes. Please sign each and fill in the name and address of the bank to which you wish us to send them for your convenience when due.

Our terms are always cash within 30 days from date of shipment, less 8% and we only accept notes as an accommodation to our customers when they are properly signed and same are received by us within the time specified. When cash or notes are not received within 30 days our terms are cash without any discount and the bill is due within 30 days from date of shipment.

The reason we explain these terms so fully is because we want our customers to know what to expect and thus avoid any error. We do a very extensive business all over the United States and never vary the terms of settlement.

You are welcome to properly sign the notes just as provided in your order if you do so within 30 days from the date goods were shipped. Your notes are good enough for us, but we do not wish to deprive you of paying cash now, taking 8% cash discount, providing payment is made within 30 days from the day shipment was made. Eight percent cash discount on your bill, figuring the average time the notes would run is equal to a saving of interest at the rate of about 20 per cent per annum.

We would be pleased to have you send us the names and addresses of your contestants as fast as they enter so that we can send them suitable matter from here, stimulating them to hustle. If you have not already done so, carefully read "Win a Free Piano" and be sure each contestant reads one of these booklets. Also carefully read "Important to Retailers Conducting a Contest Advertising Campaign" which will teach you how to keep your contestant working about even.

Whenever we can help you in any way by correspondence do not fail to call on us. Have each of your clerks carefully read the above mentioned articles. The booklet "Win a Free Piano" contains letters from contestants who have won, describing how they worked. These are very beneficial to you and your clerks as well as your contestants.

We want your contest to be one of the biggest and best ever pulled off in your part of the state, and we want both you and your clerks to familiarize yourselves with the plan so you will be able to instruct contestants and induce prospectives to enter and we want your contestant to carefully read "Win a Free Piano".

Very truly yours,
BOSTON PIANO & MUSIC CO.

CREDIT MANAGER

We are also enclosing a copy of your order for your convenience.

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