

#2.
Republican Pub. Co.
4/28/15

In one part of your letter you say you want to be fair and want to send back all the goods and have us return your notes. What about the \$100.00 we paid a representative to go and see you personally, to have you give notes in settlement of your contract, which you should have done, as agreed, and saved us this unnecessary expense? Also what about the \$80.00 we paid the salesman for taking your order? This is the usual commission paid specialty salesmen, selling advertising propositions. Also what about the value of the advertising service which was specially printed for you? We get \$175.00 for this service alone when furnished without any premiums. You could not produce it at first cost for \$100.00. What about the freight charges and other expenses in connection with this case? When we discounted your notes to a broker we allowed a discount of 8%, receiving the amount of your notes, less 8%. Who will pay this expense? Who will pay the Mercantile Agencies for our service on you which cost over \$10.00, and who will pay us the interest on the money invested, and for the trouble we have been put to here?

Mr Orr, you certainly do not mean in order to be square with you, I must let you deal with me as stated in your letter of the 20th inst. You must not have meant what your letter seems to state. The thing for you to do is to pay your notes, just as you agreed to, and at the end of the thirteen months time, specified in the Assurance of Trade clause, talk with us about our part of the contract. You can't violate your contract and then censure us for something we haven't done. We have complied with our part as we agreed to. Just take your contract to a lawyer, together with this letter, and the copy of your letter of the 23d inst. which we are enclosing and ask him about your rights in this case. Tell him how we sent a special representative down to see you and secure your settlement, long after payment was due, and then that you settled by note.

Show him all the clauses in the order blank. Tell him all the points in this case, and if he is an able attorney, he will tell you that we have complied with our part in every respect and you are the one who is failing to comply with the terms and conditions of the contract.

Very truly yours,

BOSTON PIANO & MUSIC CO.

WFM HBB

PRES. & TREAS.