

Republican Publishing Co.
Harrodsburg, Ky.

Iowa City, Ia.
February 23, 1915

Gentlemen:-

We are in receipt of your communication of the 22d inst., and have noted its contents carefully.

It is not our customer to ask for a statement of the year's business until the close of the campaign, or the time specified in the contract, and then only when the increase does not come up to that guarantee in the Assurance of Trade clause. Such a statement rendered at this time is liable to be misplaced, and it would only mean that the work of comparing this statement would have to be done over again when it was needed. We feel confident that if you will push this campaign, giving it all the attention it deserves, and doing your best to enthuse your contestants, etc. that such a statement will never be needed from you.

There is no excuse for a newspaper failing to make a great success with our advertising campaign. If a retail merchant can increase his business from 25% to 100% with our service, then a newspaper with all its facilities it has for pushing a campaign of this nature should be able to easily do the same thing.

We are proud of our reputation for carrying out our contracts to the letter, and we never fail to make good on anything we promise. We are enclosing herewith several letters received recently from banks in this country and you can see from their contents the general opinion concerning our methods of doing business and our proposition. If you wish to send us a statement, as you suggest, we will not refuse it, but as stated above we believe it is best to wait until it is needed.

Write us often and keep us informed of your progress. Whenever any points come up which are not quite clear to you, we will consider it a pleasure to serve you and will endeavor to do so to the best of our ability.

Very truly yours,
BOSTON PIANO & MUSIC CO.

CREDIT MANAGER

ELW HBB