

Iowa City, Iowa.
February 6, 1915

Republican Publishing Co.
Mr. T. S. Orr, Ed & Mgr.,
Harrodsburg, Ky.
Dear Sir:-

We are in receipt of your communication of the 4th inst., and have noted its contents carefully. You are right in your presumption that we wish to see you make a grand success of your advertising campaign and that we will do anything within reason to assist you. We are more than willing to carry out the terms of our agreement with you, and we will do everything which we have promised therein. All we ask is that you put your energy and ability into this thing and do everything you can to make it the grand success that it should be.

We are enclosing herewith copies of some recent letters we received from banks, scattered over the country, which will show you what our reputation is for fair dealing, and what our plan has done for other customers.

We have noticed your remarks concerning the certificates you have, and the exchange you wish to make. You do not make this quite plain but as you understand it, you wish us to send you certificates which read "ten votes", instead of "ten dollars". If this is what you want, we cannot do it, as we do not have any certificates of this character. These certificates are all engraved from plates and in order to give you certificates which you request it would be necessary to spend hundreds of dollars to have the plates made, and, of course, you will agree with us that this cannot be done. The certificates you have will answer your purpose, as you can announce that each dollar will count as one vote or each penny, just as you desire. In this way a certificate of the ten dollar denomination will count as ten votes, etc.

If you wish to exchange some of your certificates for other denominations, we will gladly do so, and if you will send us the list of certificates which you wish we will forward them to you immediately.

We also note your remarks concerning the large bills which you have. If you will send us a copy of what you wish these bills to contain, we will have them printed here, and furnish them to you at absolute cost. However, the date of the closing of the campaign must appear on any literature which you wish to send through the mails. This is a post office ruling and must be complied with. If you wish these circulars for distribution from house to house, then the date of the closing of the campaign need not appear, thereon.

As stated above, we will furnish these circulars to you at cost. We cannot print them for you free of charge because we have already lost money on our sale to you. Our margin of profit on our proposition is not large, and because of the fact that we were compelled to send Mr. Ross to settle your account is expensive, and his salary has more than taken up our profit on your sale. However, we will continue to give you the service we agreed to in our contract, and want your campaign to be one of the best ever held in your state. There is nothing in this for us, but we want to help our customers, and accommodate them all we can and will do anything within reason to do this.

Trusting that the above information fully answers your letter, we remain,

Very truly yours,

BOSTON PIANO & MUSIC CO.
CREDIT MANAGER

N.B.--We are forwarding the watches to you today via Insured Parcel Post.