And [illegible] every month you send us a long list of discounts extra commissions in extra discount &c. That must stop — when we sell to you at 25% we want it understood that that is the bottom figure — and we must discount any more than that for shipping trade or anything else, please do not forget this. Those #2 Pick that you charged us back 50¢ per dozen — could all have been sold in New York at $1.75 — we just sent them to you as an accomodation as you said you were all out of Pick. And lost 75¢ per doz by the operation. About filling that order of yours, it will probably take us 6 weeks — had there been more extras and not so many #1 & #2 — we could have filled it sooner — We have got the new shaft in our Engine and will start up next week. Enclosed [illegible] statement of [illegible] to date

[illegible]

[illegible] Co [illegible]