

~~Dear Sir~~
 I have to advise - concerning
 your 15th March letter
 regarding the price of
 the goods - I am sorry
 but the price will be
 considerably higher - but
 there will be a discount
 from our new list so that
 it will be about the same
 as your May list. Our terms
 on large orders - over \$100 - are
 3 months net on receipt
 of goods.

July 22nd 1912

~~Mr. J. H. ...~~
 Dubuque, Iowa.
 Sir,

In reply to yours of 16th
 I will say - our price for turned handles
 is enclosed list price - We are getting out a new
 list which will be considerably higher - but there
 will be a discount from our new list so that it will
 be about the same as your May list. Our terms on large
 orders - over \$100 - are - 3 months net on
 receipt of goods.

Yours Sincerely
 J. H. ...
 J. H. ... Co.
 for ...