

90
91
Sept. 9, 1908

Mr. E.E. Simmons,

San Francisco, Cal.

My dear Mr. Simmons:-

Just had a talk with Mr. Adamson. He handed us
cash to cover 5% on the following invoices:--

Feb. 29, 1908	S F	6.60	
Mch. 5	"	106.00	
" 26.	"	1216.50	
May 16	"	110.00	
June 1	L A	272.50	
		<u>\$ 1711.60</u>	---\$85.58

He stated that credits for later shipments, including the
special Pioneer Paper have not yet been made up. He expects
to make us an inside discount of 5% on the Pioneer paper and
says that if after a careful consideration of local conditions,
you think it absolutely necessary, in order to hold your trade
on the short size paper, he will make the inside discount on
same 10% instead of 5%. He then mentioned that the profit
they are now making on this paper is so very small, he does
not want to increase the inside discount from 5 to 10%, unless
you think it absolutely necessary to do so. He will however
leave this entirely in your hands.