

California Historical Society
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Jan. 13, 1909

Mr. E.E. Simmons,
San Francisco, Cal.

My dear Mr. Simmons:-

Referring to your favor of Dec. 28th would state I have just had a conversation with Mr. Phillips of Valentine & Co. I showed him the Pacific Paint, Wallpaper and Picture Frame Trade Journal. He said if other manufacturers for whom we are agents, have agreed to pay half the cost of a half page "ad", he would be very glad indeed to do so whenever Valentine & Co.'s goods are advertised. I shall therefore send Valentine & Co. a bill for \$6.25. Mr. Phillips also mentioned he presumed that as you are advertising other goods besides theirs, their "ad" would not appear more than four or five times each year. Will you therefore please send us bill for cost of this "ad" whenever you do any advertising for them.

Note that for some time past you have given us instructions to forward Standard Varnish Works advertising matter by rail. No doubt this has been necessary for the reason that they have been behind in getting out their orders