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and you needed this material very badly. As you know, rate on advertising matter is \$3.00 per 100# and on printed matter \$2.00 per 100#, also that up to 500# can be shipped with carload of the goods advertised at the same rate as the goods. American-Hawaiian S/S Co. inform us they will accept advertising matter in reasonable quantities at the same rate as goods advertised, even when less than carloads are shipped. They mention of course that they would not apply this rate on a very large quantity of advertising matter when shipped with a very small quantity of the goods advertised. If you care to take advantage of this in future, presume it might be well to anticipate orders somewhat, although we imagine the difference in time between rail and steamer shipments at the present time, is not very great.

Some time ago you mentioned it would be a great help to you if you should adopt a system of numbers for your orders, providing we could use these same numbers when placing orders with parties here. This idea was not practicable for the reason that many orders are split up and distributed to different concerns.

I think it would be a good idea however if you would place numbers on your orders and we in turn could use these numbers when sending you our shipping memorandums, also place same on invoices. Should think this would be some assistance to you in keeping track of your orders and shipments.