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California Historical Society
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Jan. 15, 1909

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

My dear Mr. Simmons:-

Mr. Meyer of Emil Calman & Co, called to-day and said that some time ago he called on you in San Francisco with the idea of making you a very attractive proposition on their varnishes. He complained that you were very busy at the time and did not give him a hearing, consequently he had no opportunity to tell you what his proposition was.

He went on to say that they are doing a very large business in San Francisco and other Pacific Coast points at the present time. Their goods are handled by Scriver & Quinn of Los Angeles, Rasmussen & Co. (I believe he said) and many others. He understands that Standard Varnish Works make a discount of 25% off to all their dealers. Calman & Co. would be willing to go as low as 40% to us; also make us an allowance of 10% on all goods sold to other parties on the Pacific Coast. He says he was with S.V. Works for 14 years and was the first one to sell specialties for them, consequently he knows just what S.V. Works are doing for us. His remarks