

March 15, 1918.

Landis Engineering & Manufacturing Co.,
Waynesboro, Penna.

Dear Sirs:

Your very curt letter of the 12th instant, signed by Treasurer H. H. Landes--but which I am sure was not actually signed by him personally but by some subordinate--I will say in the first place that the terms of the contract were not \$250 "immediately upon completion of the installation" as stated in the letter. In the second place I will say that the installation was not completed on Dec. 31, 1917, as shown by the enclosed statement.

The terms were "one-half payable thirty days after installation".

There were many delays of transportation which delayed the installation a long time.

It is true that the account is slightly overdue, but very little, when the above facts are taken into consideration, as you can readily verify from your records.

We have not sent check immediately upon the expiration of the thirty days because we figured that our appropriation bill would be signed by the Governor before this and we could pay this amount out of our new annuity. There was some delay in getting the bill signed and it is now pending with the Governor. We expect to hear finally from the matter by the end of the present week. As soon as we get these funds in hand, which will be very shortly, we will mail you check.

I am sure that we have done enough business with your firm in the past eight or nine years, and have personally recommended your system of clocks and signals to enough other institutions and architects to warrant a little more courteous treatment at your hands than this letter would indicate you are according to us. Surely you do not mean that you will draw on us immediately at sight. If you do really mean this, go ahead and do it, but the draft will positively not be honored until the brief time referred to above elapses, when we expect to settle the account regardless of the draft. The only difference is that if you do make sight draft you may count us out in future when you refer people to us, or when people consult us with reference to your work. You need have no fear that your comparatively small account will not be duly settled, for the resources of the State of Virginia are behind us, and I suspect we may find the amount somewhere around here. Seriously speaking, Mr. Landes, I should suggest that you might give some fatherly