

(508)

January 8, 1912.

Dear Ed:

To remind you of our recent conversation relative to your keeping an eye open for work in our lines, I am sending you several forms of letters which we have written in the past soliciting work. Just glance over these to get a line on our method and if there are are questions come up which you do not understand clearly write us at once. I wish you would hold on to these copies which we are enclosing and return them to us some time in the near future.

Wishing you a successful season, I remain

Sincerely,

BTE/F.

To Mr. Edward B. Emory,

c/o Hotel Monticello,

Norfolk, Va.