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January 8, 1912.

Dear Sir:

To answer you of our recent conversation relative to
your keeping an eye open for work in our line, I am sending
you several forms of letters which we have written in the past
collecting work. Just glance over these to get a line on our
method and if there are any questions come up which you do not
understand clearly write us at once. I wish you would fold
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,

W.B.P.

To Mr. Howard B. Knox,
c/o Hotel Monticello,
Hotels, Va.