



THE MOST POPULAR WRITING MACHINE IN THE WORLD.

H. T. Conde Implement Co.



H. T. CONDE, Pres.
FRANK A. BROWN, Vice Pres.
WILL CUMBACK, JR., Secty.
W. A. MOORE, Treasurer.

DICTATED LETTER.

Indianapolis, Ind.

2/27/90

Mr. Charles H. Gilbert,

Bloomington, Ind.

Dear Sir:-

I am in receipt of your favor of the 25th inst. and contents noted. I believe that the prejudice Dr. Jordan has in favor of the Remington would soon be overcome by the use of one of our late improved Caligraphs.

I have talked with Mr. Conde regarding the matter and after due consideration we have concluded that we would make the price to Dr. Jordan, or to the University, corresponding with that given schools where they use machines for practical work and instruction.

For the purpose of keeping the machine in good condition and making a convenient receptacle for it, you should have one of the eight drawer Leonard Cabinets and we will quote you a price of \$72.50 on this outfit.

This, you will understand, is making you a reduction on the machine and cabinet of \$42.50, which is lower than cost to us.

I should be glad to have your order for one of these outfits, or to sell it to Dr. Jordan direct.

As I stated to you, I am anxious to have a machine in use in the University and I believe the advertisement there would justify the reduction we have made in the price.

Hoping to have a reply from you by early mail, I remain,

Yours Respectfully,

Frank W. Conde

Caligraph Co's offer of cut rate.

Mar. 1890

Mr. Charles H. Gilbert,

Bloomington, Ind.

I am in receipt of your favor of the 28th inst. and contents thereof. I believe that the prejudice Dr. Jordan has in favor of the proved Caligraphs.

I have talked with Mr. Conde regarding the matter and after due consideration we have concluded that we would make the price to Dr. Jordan, or to the University, corresponding with that given schools where they use machines for practical work and instruction.

For the purpose of keeping the machine in good condition and making a convenient receptacle for it, you should have one of the eight drawer Leonard Cabinets and we will quote you a price of \$75.00 on this outfit.

This, you will understand, is making you a reduction on the price of the outfit which is lower than cost to us.

DICTATED LETTER

Indianapolis Ind.

2/22/90

Printer & Binder

1001 N. Washington St.

MACHINE

Writing

HANDWRITING
