

Copy of letter from Kansas City office of Pacific Press Pub. Co., to me, received while I was on this trip. J.E.W.

Kansas City, Mo., July 25, 1907.

Eld. J. E. White,
Edgefield, Tenn.,
Dear Brother:--

I wish to write you in regard to New Testament Primer. We find this is an excellent book to use as a help and desire to use them quite extensively in our field, but unless we can get them at 70% f.o.b. Kansas City I do not see how we can use them. If we are to pay more than this for them it seems we must place them on the list of 40% books, and that, of course, means that we could not use them at all, as the book would have a very limited sale if placed on this basis. I note from recent communication from Brother Hall that he is desirous of using the book as a help in the West. The facts are, the Mountain View office have used quite a few of the ten thousand recently purchased. If they are to use them they also must purchase them so as to place them on the TOK basis.

Our edition of 10,000 purchased some time ago will soon be gone and we must soon make arrangement for another edition. I have no disposition to jaw down on books, but I do think that a small book like that ought to be purchased so that it can be handled by the branch houses and tract societies without intailing a loss.

Kindly write me what can be done as to prices.

Very Truly Yours,

PACIFIC PRESS PUBLISHING CO.

Signed, Jos. Cochran.