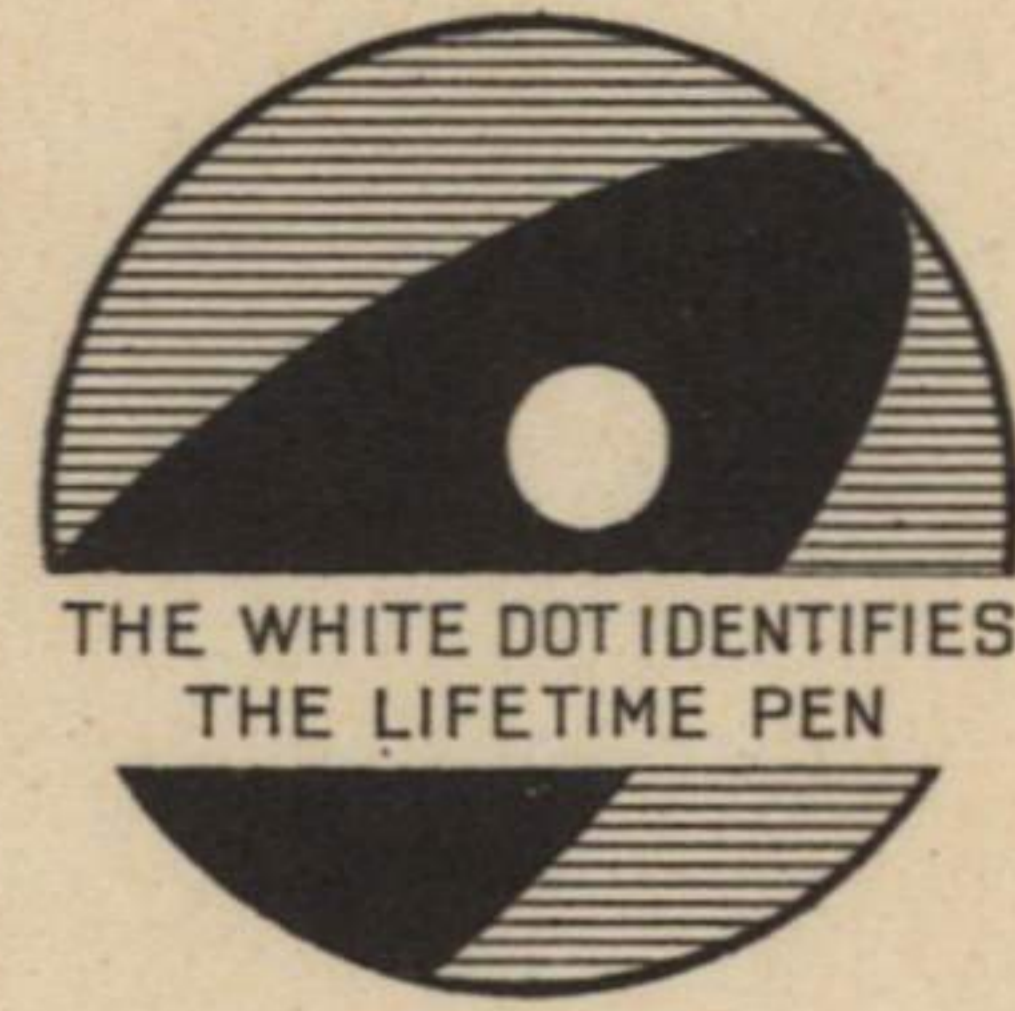


W. A. SHEAFFER PEN CO.

W. A. SHEAFFER, *President*

FORT MADISON, IOWA, U.S.A.



NEW YORK
16 E. 34TH STREET

CHICAGO
508 REPUBLIC BLDG.

SAN FRANCISCO
ARCADE 6-7 MONADNOCK BLDG.

TORONTO
169-173 FLEET ST.

Dr. Forrest C. Allen
Lawrence, Kansas

December 22, 1937

Dear Dr. Allen:

Sol Marks & Sons have sent us the socket and the Desk Pen from your Desk Set. We are sorry you have had so much trouble with the set in the past, and to be absolutely sure that the set gives perfect service in the future, we'd like very much to have you tell us a little more definitely just what the trouble has been and how the set has failed to give service.

If we know definitely just what your trouble has been, we are quite sure that we can adjust the pens and socket to give the perfect service you have a right to expect from a Sheaffer Lifetime. It is possible, of course, that the points now in the pens aren't especially suited to your style of writing. In answer, we would appreciate it if you would give us a sample of your handwriting, made with a point that is just the right degree of fineness.

We will hold the sockets and pens for a few days until we hear from you.

Yours very truly,
W. A. SHEAFFER PEN COMPANY

W. A. Sheaffer
Regional Director
Sales and Service

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