

September 24, 1937.

Mr. Curtis W. McGraw,  
McGraw-Hill Book Company,  
330 West 42nd Street,  
New York City, N.Y.

Dear Mr. McGraw:

I am very happy to receive your fine letter of September 21. I never for a moment thought that you should consider the payment of the \$125.00 for stenographic work. My only point in passing that on to you was to let you know that we wanted to get our master's copy of the manuscript in fine shape.

We had it typed, then corrected, and re-corrected three times, so that we would reduce the cost of publication by reducing to a minimum the grammatical errors. I trust that you did not think that we wanted you to pay for that.

However, my point in bringing that up was to show you I had been to quite considerable expense and that I thought it would be fair if you could consider the other bills. You have done this, and I am more than pleased with your very generous attitude.

I am enclosing the bill from Professor Elbel for the drawing of the diagrams. I am also enclosing a receipted bill for the \$6.50, as this involved two different photographers and I have had Mr. Voght put the two bills on one, and have paid him. So if you will kindly send me the check for \$6.50 I will appreciate it. The check for Mr. Elbel ought to go to him at your pleasure. Thank you very much.

In regard to the letters - all of them I always acknowledge and tell them that I am referring them to your firm. I always believe the personal equation an important thing in salesmanship and by my showing enough interest to answer the letters in a friendly and business-like way I believe it will increase the desire for the book.