

SMITH-GRIEVES COMPANY, PRINTERS
WESTERN ENVELOPE MANUFACTURING COMPANY

Seventeenth and Washington Streets
KANSAS CITY, MO.

HAROLD SMITH
PRESIDENT

May 15th, 1940.

Dr. Forrest C. Allen,
Lawrence,
Kansas

Re -- Our Account of \$727.52

Dear Phog:

I received your letter of May 13th yesterday morning. George Bowles also came into the office yesterday morning. George called me again this morning, stating that he talked with you last evening over the phone telling you of our conference with him yesterday morning.

According to his figures, your total income for the program should be \$895.00, based on the following figures:

5700 copies sold at 15¢ each -----	\$855.00
Commission paid Bowles -----	\$145.00
Commission paid salesmen for selling programs -----	215.00 360.00
Total income from sale of Programs, less Commissions paid -----	\$495.00
Advertising -----	400.00
	<u>\$895.00</u>

He tells me that you authorized him to make collection of the local advertising and to have these checks made payable to Smith-Grievess Company. The amount of the local advertising checks he says will be approximately \$65.00 - and the balance of the \$400.00 will be forthcoming from National Advertisers and these are to be paid direct to you.

I asked you in my previous letter to send us approximately \$500.00 - the revenue received from the sale of programs - and I hope you will now let us have that much to apply on the account.

I also hope you will keep actively after the companies who have not paid you for the advertising. Certainly all of these bills should be paid by today - the 15th of May.