

September 29, 1931

Mr. W. C. Simons
The World Company
Lawrence, Kansas

Dear Mr. Simon:

It is mighty nice to have a letter from you. I think of you frequently and wonder, always with confidence, of course, how things are going with you. [REDACTED] and I both enjoyed the day - or rather the part of a day - we spent in Lawrence a while back and, strange as it may seem, we have never liked living anywhere as well as in Lawrence.

One of our policies here is never to make any statement regarding competing machines. I have never violated it. What we always advise is that the prospective customer get in touch with owners of the different machines in the class and make his own decision as a result of the experience of these others.

I am going, however, to make an exception in your case because I know that what I say will never go any farther. It would cost me real money, if it did.

There is no doubt about it, the Miehle Vertical is a good machine, but if I were in your place I certainly would not buy one until I had investigated the Miller High-Speed Press. The ^{the} case measurement is about the same, the vertical being 13 by 19 and the high-speed 13 by 20. Furthermore the Miller sells for \$3,500, but its output is considerably greater. Printers using the vertical tell me they can average 2,000 an hour from the machine, whereas the superintendent of the James T. Igoe Company, where both machines are operated, says the Miller is good for 3,000 an hour. Operating both machines, this man prefers the Miller. What I have said is, of course, the sum and substance of what I have seen, supplemented by what I have heard men in the business say.