

September 29, 1931

I suggest you write the Miller Company at Point Building, Pittsburgh, Pennsylvania, asking for a list of printers in Kansas City operating the company's high-speed press. You could do similarly with the Miehle company, then run down to Kansas City some day with Mr. Ferris, look over both machines in operation and see what the owners have to say. I certainly hope if you hear anything contrary to what I have heard you will advise me for my own benefit.

To indicate I am not prejudiced, I would, I believe, take the Miehle horizontal in preference to the Simplex, the Miller company's competing machine, and the former which sells for \$4,950 costs less money than the latter which sells for \$5,750. The horizontal takes a 22 by 34 sheet and the Simplex a 20 by 26 sheet. There is a bare possibility that in view of your other press equipment and the nature of the work you have to do, one of these machines would be better than the smaller one, but I cannot say as to that. My understanding is that the Miehle horizontal is good for 2,000 an hour and the Miller Simplex 2,500 an hour.

I have written very frankly and in confidence and, believe me, I am not going to break this rule of the business for any one else.

Yours very truly

JLF:G

P.S. As requested I will see what I can do toward locating a used machine. Have you heard of the Hood-Falco Company? See their ad on p. 135 of (Sept.) issue,