

August 25, 1924.

Mr. C. H. Hoinville,
Pur. Dept., Santa Fe,
Railway Exchange Bldg.,
Chicago, Illinois.

Dear Charles:

Mr. Collins has written to Mr. Edgar, the sales manager of the Edgar Steel Seal & Mfg. Company of Lawrence, suggesting that a representative of the company might call on C. B. Strohm, superintendent of transportation. Would it be possible for you to sound out Mr. Strohm on this matter so that we could find out how he stands, and if unfavorable, the reasons why. Our reason for wanting to get this advance information, if we can, is so we may be the better prepared to meet his objections.

This has been a great year with the company in taking on new business and in fully satisfying all its customers. There is absolutely no way to beat the Edgar seal. Anyone can break it, but no one can put it together again. When an Edgar seal has once been broken, it is fully apparent to everyone. A large part of the pilferage of cars is attributed to employees of the railroad, and the use of a seal which can be manipulated is encouragement to this kind of stealing. On the other hand, the use of an Edgar seal immediately localizes the crime and for this reason thieves will not molest it.

All of the correspondence that you have in your files, or rather that you had in your files when I saw them perhaps a year ago, refer to an old type of seal made by this company which lacked a number of the improvements it now has. I will certainly appreciate anything that you can do for us.

We got home all right last Friday about one o'clock in time to take luncheon with the folks. Gertie is steadily improving and drove to Kansas City with Janet today. She intends to follow the instructions received in regard to diet and hopes to reduce materially in weight during the next few months.

Louis phoned me today that he was in Chicago yesterday, but as he did not mention seeing you I presume you were at Hoinville Hills. Give my love to the family.

Your brother,