

Lawrence, Kansas.

August 27, 1924.

Mr. Simons wrote the following confidential letter to his Brother-in-Law, who is assistant to Mr. Collins, General Purchasing Agent Santa Fe, as a feeler in advance of our call on Mr. Strohm, and some idea as to whether or not the expense of a trip to see him would be justified.

G. B. E.

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.

Your Brother.

(Signed) W. C. Simons.