

[Nelson, E.]

712 S. 14th Ave.,
Yakima, Wash., Oct. 4, 1926.

Fruit Growers' Service Co.,
Wenatchee, Wash.

Attention, C. E. Chase.

Gentlemen:-

In compliance with a request made to me in Yakima verbally several months ago, I am enclosing a statement of the cost of the Stubbs booklet.

I am also enclosing a suggested outline of a booklet for you, merely as a working basis. You may have some definite ideas of things you would like to have in the booklet and the general plan of contents of course can be modified to meet your wishes.

It occurs to me that by getting five to 10 or more adds, acceptable to you, the cost to you might be lessened. You will note that Mr. Stubbs had one and that he let Mr. Dunham put in some material for which he paid his proportion and get a certain number of booklets to distribute.

I would strongly advise against any matter going into the booklet that might in any way offend any dealer or jobber.

It would be necessary for me to have at least two months notice to get out the manuscript and three months would be better as much time is consumed in correspondence and much of the material will have to be secured in that way.

I would suggest the same size of booklet that Mr. Stubbs used as that size lends itself readily to the use of tables, such as would go into it.

For my own services I would want \$150. In preparing the Stubbs booklet I found it was more work than I had anticipated, hence for any similar job would ask a little more.

Very truly yours,

712 S. 14th Ave.,
Yakima, Wash., Sept.