

LUIS ROEVER.

AVENIDA DEL 5 DE MAYO N° 21.

Cables: "OBSERVER"
WESTERN UNION
A.B.C. 5TH

Mexico, D.F.
APARTADO 853

August 2nd 1912.

J. E. Davis, Esq,

Leon, Gto.

Dear Sir and friend :

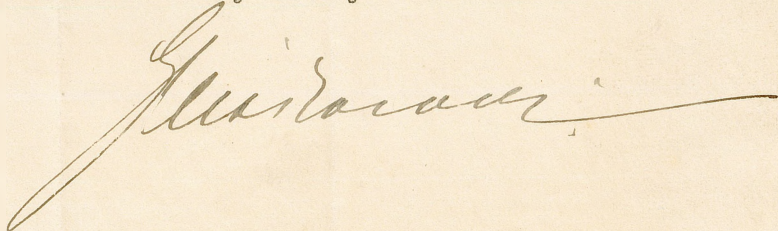
Yours of 31st came to hand with check for balance of 764.20 pesos which we have received with thanks. Enclosed you will find your pagare cancelled and returned.

With regards to your credit with me, I belong to the class of men that like to meet their customers personally, and when I find that they are men used to treat right I feel that I want to treat them the same way. Many merchants believe that a concern that for whatever reasons there may be does not pay up to THE day, does not deserve confidence, I do not adhere to this rule. I am always willing to carry a man who does the right thing by me and when a man has once the courage of man to explain frankly how he stands, why, Mr Davis, I think if he did not get credit anywhere else he would still get it with me.

Now we come to your own case. You certainly were nice to me when I saw you, you were fair when you might have complained, you have explained with regard to a little delay in payment, and I will say right here :
YOUR CREDIT IS GOOD FOR THE AMOUNT OF ANY INVOICE AND YOU CERTAINLY CAN TAKE YOUR TIME ABOUT THE PAYMENTS.

That is the feeling I have and in this feeling I remain

Yours very truly



"El Bautista,"
"El Expositor Bíblico,"
"Nuestros Niños"
Libros
y Folletos Evangélicos.

Departamentos de
Imprenta, Rayados y
Encuadernación,
para trabajos del público.

Casa Bautista de Publicaciones

J. E. Davis, Administrador,

Progreso Nos. 52 y 54. Apartado Postal No. 90.

León, Gto., Méx., Aug. 5th, 1912. de 191

Dr. R. J. Willingham,

Richmond, Va.

Dear Brother:--

I am inclosing herewith a letter that I received today from the representative of a big German paper mill, from whom I bought the paper I told you about some time ago. This man was up here and came to see me. We talked a half hour or so, and he went away satisfied that I was a good customer.

He sent me money a short time ago to telegraph him an order for paper to be shipped before the tariff law goes into effect, which will raise the price of this paper we use something like 50 cts per ream. I made a small order additional for delivery in September. Only wish we could have made a good order, but we have a lot of the same paper on hand, so I thought best not to go in too deep. So you can see that we are "solid" with the paper people.

We are doing a good business now. Have just finished a \$450.00 job for an American in Irapuato, this State, and he has ordered 10,000 additional catalogues, which we will proceed to do.

Are printing a book of poems for a man here in León, and have a book in press for the Agricultural Society of this place.

If things go on this way, we will come out very well after all by the end of the year.

Fine weather here now. We have good garden and our chickens are doing splendidly. Hard at work every day here in the office.

Fraternally yours,

J. E. Davis

P.S. I hope you will not think that I am conceited. I ~~do not~~
send this letter, as I sent one before from the National Paper
Co. people, so you can see that this House has good standing, and
that I am not getting business into a jumble. They say that preach-
ers have no business sense, yet I feel that we have been able to
build up a business that stands well, and that without calling
on the Board for every cent. I hope that one of these days we will
be able to run this plant on a self sustaining basis. If wars
keep up, dont know when that will be.

So, if it appears a bit impertinent, sending you these letters,
just forgive me, as I have no bad intentions.

Faternally,

J.E.D.

We are doing a good business now. Have just finished a \$450.00
book for an American in Inupat, this state, and he has ordered
10,000 additional catalogues, which we will proceed to do.
Are printing a book of poems for a man here in Inupat, and have
a book in press for the Agricultural Society of this place.
If things go on this way, we will come out very well after
all by the end of the year. Fine weather here now. We have good garden and our chickens
are doing splendidly. Hard at work every day here in the office.
Faternally yours,
J.E.D.