

June 12th, 1935

Mr. Talton T. Francis
Francis, Bro. & Co.
Fourth & Olive Streets
Saint Louis, Missouri

Dear Mr. Francis:

I was very pleased at the opportunity to meet you and hope to get better acquainted on my next trip home.

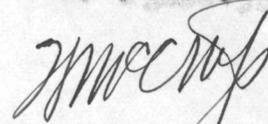
For the coming year, I shall be a member of the Committee on Quotations and Commissions with which out-of-town houses frequently come in contact. Naturally, I will be the least important and least influential member of this Committee, but I am a conscientious worker and will endeavor to keep my fingers on everything that goes on. Hence, if you have any problems within the province of this Committee, please do not hesitate to write me either off the record or on the record.

Any suggestions, complaints, or personal advice which you, Mr. Williams, or any of your partners, may care to send me will be sincerely appreciated. I am, naturally, interested more in St. Louis houses than any others and hope you will look on me as your personal representative to the best of my ability.

The New York Stock Exchange is a great institution and I sincerely believe the outlook for our business is very promising. For sometime past I have had the definite conviction the out-of-town houses have not had the consideration their importance merits, and while we cannot change things overnight, you can rest assured Mr. Davis (of Chicago and a representative we can all be very proud of) and myself will do our best.

Give my regards to Mr. Williams.

Sincerely yours,



Suggest that above be omitted in future letters. Does not hurt in this letter and is all right, but as I am perhaps being hypercritical, think it does not add anything.