

[Model Letter 4] (Extreme Blocked Style—Extreme Open Punctuation)

JOHNSON & CO., INC.

CABLE ADDRESS:
JOHNCO MANILA
TEL. 6—{85181
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IMPORTERS-EXPORTERS
Manufacturers' Representatives
120 Bank Street, Manila
Philippines

CODES USED:
ABC 7th Edition
ACME
BENTLEY

Manila, September 25, 19—

Eastern Exporters
Higashi P.O. Box 95
Osaka, Japan

Gentlemen

We thank you for your letter of September 5. We are happy to report that we have made a thorough test of the sample of High Speed Tool Steel submitted to us. The Steel has been found to be excellent and meets our requirements. As a result, we have added the name of The Vanadium Steel Co., Inc. to our approved list of manufacturers.

This is to confirm that we have placed the following order with you for our account and risk:

Descriptions: High Speed Tool Steel; 1/4" Square 6,000 lbs. and 3/8" Square 4,000 lbs.

Shipment: During November

Price: @U.S. \$0.10 per lb. C.I.F. Manila

Insurance: W.A. for 10 per cent over the invoice amount

Terms: A draft at 60 d/s under an Irrevocable Letter of Credit

Yours truly

JOHNSON & CO., INC.

Donald A. Johnson

Donald A. Johnson

Director

DJ/MS

P.S. We shall be pleased to have your acknowledgment not later than October 25.