

*“Y
and
E”*



YAWMAN & ERBE
Manufacturing Company

GUSTAV ERBE OF ROCHESTER

Harold A. Holmes Writes in "The Caxton" of the Early Beginning and Development of the Yawman & Erbe Manufacturing Company—An Interesting Story Well Told

The great force in business to-day is not capital, nor organization, nor methods, but it is *man*. You do not need a correspondence course nor a text book to be able to figure this out. You do not even need a teacher. The commonest brand of common sense is the only requirement. One greater thing and one lesser thing constitute the chief forces in business. The greater thing is man, and the lesser thing is the idea.

The man is always greater than the idea, for ideas are free to all, but nature is conservative in producing men with the ability to take an idea and succeed with it. The cash register idea was rather large, and a lot of little men tried to swing it, but only one measured up to the proposition, and his name is



GUSTAV ERBE

John Patterson. The adding machine was another big idea, and after Burroughs had worked it out, Joseph Boyer made it into a practical and commercial success.

These ideas are still free to you and to me, but there are no more Pattersons or Boyers. And so we might go straight down the line in business, literature, science, art, religion and politics, and we find it is the *man* with the ability and energy to carry out the idea which always predominates.

Gustav Erbe did not invent the letter-file, neither is he the father of office system. The idea of filing letters for future reference is as old as writing itself, and there was some sort of system in the first business office. What Mr. Erbe did was to take the idea and develop it, make it practical, make it comprehensive, make it fit the needs and meet the demands of modern business.

A good many years ago Mr. Erbe was a good mechanic. He was in the employ of a big optical concern in Rochester. Among other things, this firm manufactured microscopes, among the most delicate of all scientific instruments. Skilled men weren't so hard to find, but to make microscopes a man must be something more. He must be careful, conscientious, and withal thorough, and Gustav Erbe was the man chosen. Work wasn't done in those days as it is now. Specialized

labor, motor-driven machinery and efficient organization were unknown.

The lathes and presses of thirty-five years ago were operated by foot power. The filing, trimming and finishing were done by hand. A man was given the raw material with which to work. He didn't finish one process and then pass the work along to the next man. Instead, he himself must perform every one of a hundred delicate operations and turn out the finished product with his own hands. To produce a microscope under those conditions needed a mechanic something out of the ordinary. Unusual skill he must have, but above all else he must be thorough and accurate. The slightest defect in the making of the instrument might render it useless.

Gustav Erbe's sterling qualities caused him to be picked as the man to make microscopes. He has those same qualities to-day, and has exercised them all through his business career. In them lies the key-note of his success and the success of Yawman & Erbe Manufacturing Company. Men came to know that they could depend on Gustav Erbe, and that when he did work it was well done. As a result, it was not long before he was offered a responsible position as foreman in his concern. As foreman, Mr. Erbe came in close contact with Philip H. Yawman, a fellow employee. Mr. Yawman was master mechanic and a valuable man. It was his duty to improve, design and invent new machinery and methods, and to devise ways of producing the work in less time and at less cost. He was really an Efficiency Engineer—with another title!

So the two, Gustav Erbe and Philip H. Yawman, saw much of each other. "Philip," Mr. Erbe would say, "we need a machine to do so and so. With such a machine we could put such a man on some other work and turn out this article at less cost." Mr. Erbe's mind was ever on the watch for a better way of doing the work to be done. So the two men would get their heads together and study the situation. Two heads are always better than one, if both heads work! Mr. Erbe would tell what he wanted, and the inventive genius of Mr. Yawman would find a solution; as a result, a machine would usually be perfected to do the work which before had been done by hand. Thus the two men ever worked in close harmony, shoulder to shoulder, each supplementing the other's efforts.

And through all the years, Philip H. Yawman has been the mechanical genius of the "Y and E" business. Go into the big Rochester factories to-day, and likely you will see, somewhere in one of the mechanical departments, a man over seventy, slightly stooped, with loose grey coat, black cap, and discerning eye, talking with this foreman or that workman. In the experimental and tool-making departments Mr. Yawman has his inventive ideas worked out, and later they are passed to the manufacturing department for adoption. Many of the best patented features of "Y and E" cabinets and equipment are due to Mr. Yawman's efforts along original lines. Though over three score and ten, he is still an active factor in the business. His private office adjoins Mr. Erbe's, and the partners confer daily over the vital things of their business, just as they did thirty years ago, when it took a year to do as much business as they now do in a week.

The story of "Y and E" is an interesting one. The business was started in 1880 under the name of Yawman & Erbe. The capital at the command of the two young men was small indeed. Practically the entire sum was invested in machinery. For, above all else, the two partners resolved that their repu-

tation for quality of their product should be firmly established, and this could not be attained without the proper tools. I think no one will dispute the statement that success is only possible by making a quality article and dealing squarely with the customers for that article.

For more than thirty years this creed has been strictly adhered to, and though at times the going was hard, the wisdom of the policy has been well proven. For to-day there is no firm in the United States with a better standing among business men or a higher reputation for quality and square-dealing than the Yawman & Erbe Manufacturing Company. The young men embarked on their venture by manufacturing mathematical, optical and surveying instruments in a little shop twenty feet wide and thirty feet long. It was an uphill climb, for capital was limited and they were pitted against big firms of long standing in the field. But confidence is the opposite of fear; and to succeed one must acquire the one and banish the other, or his chances are about equal to a snowball in the place conducted by Mephistopheles.

Gustav Erbe had confidence in himself and he had confidence in the ability of his friend, Philip H. Yawman, and together they built solidly and well. At an early date they employed a boy to run errands and learn the business. This same boy, more than thirty years later, is still in the employ of the company as superintendent of the Canadian plant of the concern. This instance is typical of the relations between Messrs. Yawman and Erbe and the men who work for them. Both of these gentlemen have themselves risen from the ranks, and they look upon each man as an individual deserving individual consideration. They see in every office boy a possible manager; in every workman a possible foreman.

Among the fifteen hundred people in the employ of the firm to-day there are many who have been with the concern since its earliest days; there are more who have served loyally for twenty years, and there are many more who have taken part in the growth of the company during the past dozen years. The firm stands out as a shining example of the close co-operation that should exist between employer and employee. One has only to read their meaty House Organ—"The 'Y and E' Idea" to be convinced of this.

The first few years of the business were uneventful. The two partners worked hard and conscientiously, side by side. During this time their reputation for good work and square-dealing was spreading and the business was growing. Of course, there were many periods of discouragement, but the business kept on forging ahead. The company manufactured things for other concerns, the volume of output increased, and soon the young firm found larger quarters necessary to facilitate the increased business. At the end of the third year the business was growing by leaps and bounds. The wisdom of the policy, adopted in the beginning, was fast making itself apparent. Men knew that Yawman and Erbe could be trusted, and people were inclined to "tie up" to that kind of a firm then—as they are now.

About this time, Mr. James Cutler (later Mayor of Rochester) called in reference to the manufacture of a mail chute to be used for the collection of mail in office buildings. The matter was discussed pro and con and an agreement was reached. So Yawman & Erbe for twenty-five years made the widely known Cutler Mail Chute. To-day, the Eastman Kodak Company, with its enormous plant, is famous the world over. But it didn't always have its big plant. Its product, or at least part of it, was manufactured by outside concerns.

Yawman & Erbe, in the spring of 1883, made the first model film roll-holders, and in 1884 the first model No. 1 Kodak for the Eastman Kodak Company. They continued doing all the metal work, and assembled all the work ready for inspection, for all of the film roll-holders and Nos. 1, 2, 3 and 4 Kodaks that were made for the Eastman Kodak Company until the year 1895.

In the spring of 1883, when Yawman & Erbe began the first experimental work for the Eastman Kodak Company, they also made an agreement with the owners of the patents of the Shannon File, Binding Cases, etc., to manufacture the only Shannon Files for letters, bills and other papers that were made in the United States at that time. The Shannon File consisted of an arch, a board, a compressor cover, an inflex and a perforator. This Shannon Arch File had been invented in 1877, and was the forerunner of our modern business filing systems. It passed through the usual ups and downs of a new invention, but finally succeeded in gaining a foothold. Thus the Yawman & Erbe concern was one of the first to manufacture filing equipment. This same outfit, with many improvements, is made by the Yawman & Erbe Manufacturing Company to-day.

Mr. Erbe refers with pride to the fact that the "Y and E" Company was the first to sell filing systems and equipment on a "system" basis. Way back in the early days, shortly after the Shannon File was put on the market, his company began the manufacture of the now famous "Y and E" Rapid Roller Copier. This machine incorporates within itself all the advantages of the letterpress and of the carbon method, and has none of the disadvantages of either. Dozens of concerns there are throughout the country to-day still using their good old "Y and E" Shannon Cabinet of sixty drawers or more, and their substantial "Y and E" Copier, which has withstood the wear and tear of daily use for over twenty years. It is such things as these which give Mr. Erbe and the other officers of the "Y and E" company just and solid pride in their great business.

Yawman & Erbe, by now a good-sized firm, doing a very large business, realized that they must not be handicapped by lack of space; consequently a plot of ground was purchased and a four-story brick building was erected. Coincident with the completion of the new building, the concern took up the manufacture of metal interiors for vaults, banks and public buildings. This meant another big increase in volume of output, and in 1890 it was again found necessary to enlarge. Another big four-story building was erected on the same plot.

The world accepts a man at practically the same estimate he places upon himself, provided his own estimate is honest. A man who has no faith in himself is a coward, and fear is the only thing that impedes progress in this world. Fear is the only thing that makes shivers run up and down our spines when we think of striking out for ourselves. The time came when Gustav Erbe decided to embark into the world of business for himself. If he could do good work for someone else, why couldn't he do it for himself? So a partnership was formed, and Gustav Erbe and Philip H. Yawman launched their frail ship on the sea of business.

Prior to 1898 Yawman & Erbe manufactured many things for other concerns, but in this year a plan was consummated whereby the business was incorporated under the title of the Yawman & Erbe Manufacturing Company, and took over the entire business of the Office Specialty Company (a local concern making and selling a few office devices) and instituted its own selling organization. Under the new management the selling end of the business thrived, and a still further increase in manufacturing facilities was required. Another new building was erected in Rochester, and one in Canada, which has since developed into the company's extensive plant at Newmarket, Ontario—one of the largest and most complete motorized factories in the Dominion.

Emerson tells us that every successful institution is the lengthened shadow of one man. Which means that success is largely due to the individual. The great plants of the Yawman & Erbe Manufacturing Company, covering as they do twenty acres of ground, is the lengthened shadow of the little business started thirty-five years ago by Gustav Erbe and Philip H. Yawman in the little shop which measured twenty

feet wide by thirty feet long. The size and completeness of the present plant offers an interesting contrast to the little shop in which the business was born.

From such a small beginning there has been reared a great organization, with many branches in the United States and Canada, and with exclusive selling agencies throughout the world. There are three big plants, two in Rochester and one in Newmarket, Ontario, turning out more filing cabinets and supplies for office system than any other firm in the world. As I said in the beginning of this article, the great force in business to-day is man. The making of filing cabinets that will fit the needs of the great modern business houses is only an idea. This idea is free to you and to me, but where will we find another man like Gustav Erbe to carry it out?

The entire "Y and E" selling organization is modern in every way. In line with the most advanced ideas as to salesmanship, Yawman & Erbe Manufacturing Company believe that the way to sell goods to a business man is to show him what they can do for him. In the words of Mr. Erbe, "To establish permanently satisfactory relations with a customer, it is essential that all transactions be mutually beneficial." That is the reason for the "Y and E" System Department, with its corps of trained experts. With the data gathered in thirty years' experience, this department is well equipped to tackle the hardest kind of record filing problems, and its services are offered to customers without charge. This System Service, in fact, extends throughout the entire "Y and E" organization. For every salesman is trained in the company's own school, located at the home office, and must qualify as a good system-man before he takes his place in the ranks of the salesmen.

The value to the company of this system-service policy cannot be overestimated. For business men realize that, no matter how good the equipment may be, it is practically useless without the right systems.

Which is to say that you and I would get meager results from a bunch of filing cabinets unless we knew how to use them. The filing-system business to-day is complex. When a man starts out to buy a correspondence file, an invoice file, or card index system, he wants to make sure that he is getting the very best equipment for his particular purpose. The function of the "Y and E" system department is to work out a man's filing problem with his assistance, tell him what will accomplish the thing he wants done, and make the installation. An 18-karat watch is a mere ornament without a main-spring. A Filing Cabinet is useless without the right system.

The company maintains a large, efficient advertising department. As in every other part of the organization, Mr. Erbe's beliefs and high integrity are reflected here also. The first test applied to every catalogue, booklet, circular or other advertising, is this question: "Is this absolutely true? Can we do all we promise?" If the answer isn't a quick and positive "yes," the advertisement is never printed. Mr. Erbe means that business men shall place absolute confidence in any advertisement signed "Yawman & Erbe Manufacturing Company."

To those intimately familiar with the "Y and E" organization, the guiding hand of Gustav Erbe can be seen at every turn. The whole business is at his finger tips, so to speak. He is familiar with every part of both the manufacturing and selling organizations. No step of importance is taken without his knowledge, although he is far too busy to bother with details. He is a true executive in every sense. But even in his busiest moments, he is never in too much of a hurry to stop and give attention to the request of the humblest employee. Every man in the organization, from the top down, swears by Gustav Erbe.

Stafford's Carbon Paper is given a nice "boost" in the current number of "Byck's Broadside," house organ of M. S. & D. A. Byck Company, Savannah, Ga.

Style B
Style A





Perforators

These are the genuine Shannon Perforators, used since beyond memory and perfected beyond the possibility of further improvement. One of those good old staples that keep the stationer's steady profits coming in.

All Shannon Supplies for stock must be ordered from "Y and E" to get the genuine

To the old-time stationer, "Shannon Supplies" is spelled with a "Y and E"—Supplies.

"Y and E" developed the line from its earliest infancy to its present all-over-the-earth size.

The success of Shannon has lately attracted other manufacturers to the field, but important features of the original and successful Shannon line cannot be duplicated.

So, to avoid dissatisfaction, retailers should instruct their clerks always to send supply orders to "Supply Headquarters".

Quick deliveries on any Shannon item, through any "Y and E" Branch or Traveler, or through the Home Office.

Perforators: Each Doz. Gross		
Unmounted,	\$0.30	\$2.75
Mounted,	.65	6.60
Style B,	1.10	13.20
Style A,	1.65	16.50

Slightly higher in the far West.

YAWMAN AND ERBE MFG. CO.
1157 ST. PAUL ST., ROCHESTER, N. Y.

BRANCH OFFICES in New York, Newark, Boston, Philadelphia, Washington, Chicago, Kansas City, Cleveland, Buffalo, Pittsburgh, Springfield, Mass., San Francisco, Los Angeles and Oakland, IN CANADA, The Office Specialties Mfg. Co., Ltd., Newmarket, Ontario.

"Lionden of the World" in Filing Cabinets and Office Systems—Wood and Steel

1916

Deposit Ticket and File and Transfer Case.

The Y. & E. Deposit Ticket and File is a device recently added to the line of the Yawman & Erbe Manufacturing Company, of Rochester, N. Y. This is already finding a rapid sale among stationers doing business with banks. It is an application of the Shannon Arch File. Indexes for each of the thirty-one days of the month make reference to the tickets for any given day a great convenience. The bank teller doesn't have to remove the tickets to examine them, and the splendid advantages of the Shannon Arches for filing letters and other papers apply here. In operation the indexes are transferred from the file with the deposit slips. A "U" shaped wire is placed in the hollow arches of the file and all the slips are removed on it to the arches on the



transfer case. A new index is then placed on the active file. The transfer cases are made of durable jute board and each is fitted with a compressor to hold the slips firmly in position. Each transfer case will accommodate the entire contents of the active file. The cuts give an excellent idea of the working of the device and tell their own story.

Put in a **"Y and E"** System for Machine Accounting



"Y and E" Ledger Posting Equipment is being installed by leading concerns in America because of its high efficiency and fine quality.

One "Y and E" Tray (one or steel) holds as many accounts as three or four binders and costs less than one binder. It saves much of the operator's time, provides a perfect index, and saves all renewal expense, except, of course, for additional cards as needed.

"Y and E" equipment is particularly substantial and practical in construction, offering a number of exclusive features. Write today for complete information, or ask at the "Y and E" store in your city.

"Y and E" Tray (one steel one wooden one) holds as many accounts as three or four binders and costs less than one binder. It saves much of the operator's time, provides a perfect index, and saves all renewal expense, except, of course, for additional cards as needed.



"Y and E" Card Record Desk

The "Y and E" Sectional Card Record Desk for machine bookkeeping or for stock records, etc., brings within reach of the operator between 5,000 and 12,000 cards, according to their size. This desk is used by hundreds of large commercial houses and is considered to be one of the best efficiency devices we offer. It streamlines the work of the operator by turning back and forth from column to desk, saving her unnecessary

steps to finish using the file, etc. Holds every card in a column of equal price and does it most efficiently. The Desk is sectional—easily assembled and disassembled. The top is a light section, bolted and held into the desk so that it can be raised. Check entries and read to-day.

YAWMAN AND ERBE MFG. CO.
Makers of "Y and E" Filing, Tray and File Systems
609 ST. PAUL ST., ROCHESTER, N. Y.

ROCHESTER, N. Y.
Branch Office: 1000 Broadway, New York City.
Chicago, 1000 North Dearborn, Chicago, Ill.
Boston, 1000 North Dearborn, Boston, Mass.
Philadelphia, 1000 North Dearborn, Philadelphia, Pa.
St. Louis, 1000 North Dearborn, St. Louis, Mo.
Cleveland, 1000 North Dearborn, Cleveland, Ohio.
Pittsburgh, 1000 North Dearborn, Pittsburgh, Pa.
Cincinnati, 1000 North Dearborn, Cincinnati, Ohio.
Indianapolis, 1000 North Dearborn, Indianapolis, Ind.
Columbus, 1000 North Dearborn, Columbus, Ohio.
Cincinnati, 1000 North Dearborn, Cincinnati, Ohio.
Cincinnati, 1000 North Dearborn, Cincinnati, Ohio.



Card Systems and Cabinets
Custom efficiency systems for every business of every size. Card cabinets of wood and steel, all sizes. Write for our new system catalog. Mail coupon below.



"Fire-Wall" Steel Cabinets
The way to fire safety and security is to have your files and records in a fire-resistant cabinet. The "Fire-Wall" cabinet is made of heavy steel and is fireproof to 2 1/2 hours. It is the only fireproof cabinet in the world. Write for our new system catalog. Mail coupon below.



"Fire-Wall" Steel Shelving
The "Fire-Wall" shelving is made of heavy steel and is fireproof to 2 1/2 hours. It is the only fireproof shelving in the world. Write for our new system catalog. Mail coupon below.



File Blue Printer—Manufactured for You
Save up to 50% on your printing. The "File Blue" printer is made of heavy steel and is fireproof to 2 1/2 hours. It is the only fireproof printer in the world. Write for our new system catalog. Mail coupon below.



Evaluating Index Tabs
A flexible indexing system for all files and records. The "Evaluating Index" tab is made of heavy steel and is fireproof to 2 1/2 hours. It is the only fireproof indexing tab in the world. Write for our new system catalog. Mail coupon below.



Movable Indicators
Used to indicate the position of a card in a file. The "Movable Indicator" is made of heavy steel and is fireproof to 2 1/2 hours. It is the only fireproof movable indicator in the world. Write for our new system catalog. Mail coupon below.



Y and E Efficiency DESK
Machinically made special systems are offered for every business and industrial need. Look up a desk and cabinet in this list or call for a complete list of our products. Write for our new system catalog. Mail coupon below.



Sectional Cabinets
Light, horizontal and built-in cabinets for every kind of filing. "Sectional" design or other. Steel, oak or mahogany.



"Direct-Name" Vertical Filing System
The principle of this famous system is "fast identification—easy operation." Mechanical guides direct the file operator to the desired record. Records are made on "Direct-Name" folders, each bearing the number of the name being filed. It is easy to see the number when filing. If a folder is taken out, the number is visible. The system is simple and efficient. Write for our new system catalog. Mail coupon below.



Record Safe
The most rigid office filing safe made. Intruder-proof design. Fire and water. Special lock throughout. Commercial grade, with carrying capacity of 100 lbs. and 100 lbs. Write for our new system catalog. Mail coupon below.



Y and E Efficiency DESK
Machinically made special systems are offered for every business and industrial need. Look up a desk and cabinet in this list or call for a complete list of our products. Write for our new system catalog. Mail coupon below.



Sectional Cabinets
Light, horizontal and built-in cabinets for every kind of filing. "Sectional" design or other. Steel, oak or mahogany.



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YAWMAN AND ERBE MFG. CO.
Makers of "Y and E" Filing, Tray and File Systems
609 ST. PAUL ST., ROCHESTER, N. Y.



Let Us Help Plan Your Office Systems

Through our System Service we will gladly plan out for you, *without charge*, an adequate record-filing system for any purpose—38 years' experience—A million installations.

Correspondence Files
Follow-Up Systems
Cost Records
Purchase Records
Stock Records

Machine-Kept Ledgers
Credit Records
Sales Records
War Chest Systems
Card Ledgers, etc.

YAWMAN AND ERBE MFG. CO.

642 St. Paul St., Rochester, N. Y. Branches and Agents.

*Makers of "Y and E" Wood and Steel Filing Cabinets;
Efficiency Desks; Record Filing Safes; Blueprint Files;
Filing, Card and Ledger Systems, etc. Catalogs on request.*



Ancient

"I need a postgraduate course either as a Freight Brakeman or a Mind

Reader," said a college man just entering business, "if I've got to depend — for letter-copies — on Letter-Press or Carbon-Copying!"

But our advertising brought his request for our "Y and E" Copier Catalog, and then his firm's acceptance of our 30-Day Free Trial Offer. Result: That Corporation also purchased a "Y and E."

Copier for each of its branches all over the world!

These are the prints on which the test was made: A "Y and E" Copier not only makes a clean, sharp facsimile of any out-going letter or record; — not only shows every alteration after it's made; — not only takes less Time and Effort than Copying Press or Carbon Copy Method; — but it actually saves at least \$1.00 (not less than 50%) on cost of Carbon Copying or Letter Press materials per each 1,000 copies.

In other words, it quickly saves its own cost! Wouldn't you like to have us mail you Sample of Work and Copier Catalog 354?



Modern

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NEW YORK: 100 Broadway CHICAGO: 118-120 Market Ave. CLEVELAND: 111 Superior Ave. N. E.
 ST. LOUIS: 211 Locust St. PITTSBURGH: 124 Liberty Ave. PHILADELPHIA: 107 Arch St.
 BOSTON: 48 Franklin St. WASHINGTON: 414 7th St. N. W. SAN FRANCISCO: See Telephone Book.
 CANADA: The Office Specialty Mfg. Co., Ltd., TORONTO, MONTREAL, WINNIPEG, VANCOUVER

Look up our Local Phone Numbers Special Agencies in Leading Cities

Yawman & Erbe Mfg. Co., Main Factories and Executive Offices Rochester, N. Y.

Easy to Remember — "Y and E"



"Y and E" Filing Systems Simply!

YAWMAN AND ERBE MFG. CO.

PLANT AND OFFICE LOCATIONS:

Chicago	Cincinnati	St. Louis
Dayton	Pittsburgh	San Francisco
St. Paul	Cleveland	Los Angeles
CANADA	Toronto	Montreal
Ontario	Windsor	Quebec



Large Catalogs and Samples of Fine
 Sewing Machines. Sew at Home
 is Leading Home Instruction Course
 IN THE WORLD. SEE THE OFFICE
ROCHESTER, N.Y.



FILE
 Rochester, N.Y., 10, 1917.

1250 OGDEN
 10/17



Mr. W. J. Carr,
 Director of the Consular Service,
 Department of State,
 Washington, D.C.

RECEIVED BY THE CONSULAR SERVICE
 FEB 10 1917

Dear Sir:

Allow us to thank you for your prompt
 reply to our letter of Feb. 4th and for the list
 of the diplomatic and consular representatives of
 the United States in foreign countries.

We are grateful for the information con-
 tained in your letter and assure you we appreciate
 the service that is being rendered by the consular
 representatives throughout the world.

We frequently receive letters from business
 men, stating that they saw our catalog in the United
 States consular's office. It is with this thought in
 mind that we are planning to send our very latest
 catalogs to the more important cities in the world
 where our Department is represented by consuls.

Very truly yours,

YAWMAN & ERBE MFG. CO.

W. J. Carr
 Manager Agency-Dealer Dept.



FILED
 FEB 10 1917

10/17

DIRECTOR:
WALTER H. HARRIS, 1882
PRESIDENT: WALTER H. HARRIS
VICE PRES.: WALTER H. HARRIS

REGISTERED
TRADE MARK
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MADE IN U.S.A.

Yawman & Erbe Mfg. Co.

FACTORIES
AND EXECUTIVE OFFICES
340-350 ST. PAUL ST.
ROCHESTER, N.Y.

HIGHEST GRADE
OFFICE RUNNING DEVICES

ACCEPTS ALL
BUSINESS COMMUNICATIONS
TO THE COMPANY.

BOSTON OFFICE:
52 FRANKLIN ST., TELEPHONE "4031 MAIN"

Apr. 4, 1904.



FORM RECEIPT
NO. 100



OFFICIAL
FILING CABINET



DOCUMENT
TRAY



OFFICE
PAPER HOLDER



ROLLER
COPIER

Melton & Wallace,
E. Ryegate, Vt.

Gentlemen:-

Your favor of the 31st ult. at hand and in reply would state that we have a couple of Bailey Presses on hand which, while they are second hand, are in perfect condition as we have had them thoroughly overhauled and put in good order, and can guarantee that they will be satisfactory. One press has a plate which measures 18 x 10-1/2" and the press is \$14.00 including 12 second hand pads. The other press measures 12-1/2 x 10", price \$12.00, F.O.B. Boston. The rolls are in good condition and if you wish to use this kind of a press, we are sure you will find it satisfactory.

Trusting to be favored with your order for this or for one of our regular Roller Copiers as per catalogue which we send under separate cover, we remain,

Yours very truly,

Yawman & Erbe Mfg. Co.
per *Wm. Erbe*

Dictated



