

# Rowe, Morris, Summerhays Co.

(SUCCESSORS TO J.W. SUMMERHAYS CO.)

## Leather Manufacturers.

DEALERS  
IN

HIDES, WOOL, DEER &amp; SHEEP PELTS, FURS, ETC.

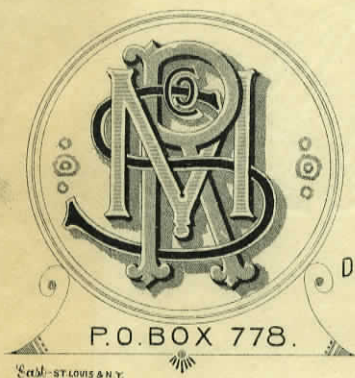
*Salt Lake City, Utah,* November 26th, 1892.

M. Berliner &amp; Co.,

Corry, Erie Co., Pa.

Gentlemen:-

Yours of the 19th came duly to hand, contents read with some surprise. We note you say that you can buy Utah hides for a good deal less than 10 cents per pound F. O. B. Corry. If you will kindly let us know where this is we shall be glad, and we will take all they have. As a matter of fact, we handle nearly the entire Utah dry product, and we don't think you get any of ours. There are some parties here who buy a few Utahs and mix them with Colorados, and sell the lot for straight Utahs. We are not in that kind of business. You can buy this kind of stuff in Chicago at 9 cents all weights, bulls and glues out, and they are not Utah trimmed then. We note that you want to buy as cheap as possible, for which we don't blame you, and then we want full price for our stock, which you will no doubt concede in equally correct. In regard to freight matters, your foreman is correct it is \$1.35 from San Francisco to your place, and sometimes \$1.25, but this does not help us, they have water competition, we have none, therefore the rate is higher from Utah than it is from the coast, and strange as it may seem, it is higher from Colorado than from Utah. The rate to-day from Utah common points is as follows:- Chicago \$2.35, New York \$2.50, Boston \$2.55, Corry \$2.40, and that is the best we can do with the railways, when the rates come down, which they will, we will divide



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*Salt Lake City, Utah.*

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with you. Now Gentlemen life is too short to be holding any long arguments, or dickering about a trade, all you want is a good, honest, straightforward deal, something that will be to your advantage, thats just what we want, only we want it mutually satisfactory. We have been getting for straight Utahs, 17 # and up, 9 5/8 cents, bulls and glues 2/3 price. What you want is a 20 pound hide and up, leaving us with our light hides on hand. There is nothing in this for us except a shaving on our brokerage. However, as you say you wish to trade with us, (for which we thank you) we want to make it so you can. We will sell you our hides 20 lbs. and up Utah trimmed delivered F. O. B. Corry, at 9 5/8, bulls and glues 2/3. Terms sight draft attached to invoice. We will prepay freight and send you paid bill lading, with draft and invoice. These hides will be straight Utahs, nice stock, and will yield a bigger percentage of leather than anything you can get out here. Our deal will be straight, and there will be no monkey business about it. If you want to try a car on this basis, we will hold our hides for about eight days, which will give you time to answer. Should you conclude to take them, we are safe in saying you will concede they are the cheapest hides you ever bought. In the future should we get a less rate of freight we will give you part of the benefit. We have just sold our G. S. stock and have none to offer at present, as soon as we have will let you know. Please answer immediately, and oblige,

Yours truly,

Kind regards to Mr. Berliner.

*Rowe, Morris, Summerhays, Co.*