

of January*, so I may learn just what is to be done and have* plenty of time to work it up, as I feel every* confidence we can obtain the renewal of most* of this business, perhaps all of it, if proper attention is given* to it. Mr. Stndam is working on it now with characteristic energy, and it is my determination to follow it up personally.

I fail to grasp the meaning of the last paragraph of your communication, which says: "We wish no attention to be paid to the claims of any person upon it." Please inform me just what you mean by this. I know most* of the brokers who place these risks, and, as I remarked before, I believe there should be no real difficulty in securing every* risk on the list.

I am much* pleased to see the remarkable increase in the year's business as a whole. I think it is safe to say no other agency in America can show a like growth in the same time.

Yours truly,