

be quite willing to allow more time, but as it is, our goods are turned over in a few days after the opening of the season and our dealers receive payment for them in a short time. Under the circumstances, we feel sure you will agree that it is not just to ask us to accept Notes.

We trust you will understand our position, which we are glad to make clear, and that you will send us a cheque promptly to cover the amount of the returned draft.

Refusing an habitual "slow" paying customer:—

We regret that we have been obliged to take an unfavorable position towards your request of April 6th for further extension on your account.

So that you may not think us unreasonable, may we call your attention to the fact that when granting the extension you have already enjoyed we did so on the understanding that this was the utmost our policy would allow. We remind you also that in a similar case last October you allowed your small Note of \$32.00 to go to protest. While we were willing to meet our customers half way in adjusting difficulties incident to business, we believe that the small amount at present in question can be met without serious effort, and shall ask you kindly to send us your cheque for the amount due.

With best wishes for the coming season.

A part refusal, but emphasis placed on the allowance made:—

Your letter of April 12th received, asking us to grant a further extension of 45 days on our draft for \$820.00, due April 14th. Although we cannot do precisely as you request, we are glad to give you what assistance lies in our power.