

Louisville, Kentucky.

June 23, 1925.

Mr. Thomas S. Haymond,  
Elk Horn Coal Corporation,  
Fleming, Kentucky.

Dear Mr. Haymond:-

There seems to be considerable difficulty in getting a satisfactory arrangement made with someone at Wayland to handle our agency at that point. Mr. Morgan wants to give it up. Me. Sexton states he cannot devote his time to it and make any money.

We realize the business at that point is small, but it seems your people asked us to put a tank at Wayland, which we were able to do in view of the fact that apparently there would be gasoline business enough to justify it in the very near future. We still believe this is the case and we are just wondering if you haven't someone in mind, who is in your employ at Wayland, who could handle this agency as a side line-- that is, devote only a part of his time to it.

We are offering liberal commissions, namely:

1-1/2¢ per gallon on intown deliveries  
2-1/2¢ per gallon within a radius of five miles  
3-1/2¢ per gallon on any deliveries over five miles  
from Wayland.

This commission rate is the very best that can be offered consistent with keeping the market price on a basis that is equitable. We, of course, do not want to worry you with this; at the same time we would appreciate any suggestions or recommendations that you may have to offer.

Thanking you in advance, and with best wishes, I am

Yours truly,

WFG.CT

H. McGoodwin, D. M.

By. W. F. Gardner.