

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

"CHAMPION" "DEERING" "McCORMICK" "MILWAUKEE" "PLANO"
"OSBORNE"
HARVESTERS AND OTHER LINES OF MACHINERY

ADDRESS CORRESPONDENCE TO
SALES DEPARTMENT

HARVESTER BUILDING

CHICAGO, July 24, 1916.

Mr. John Dierking,
St. Claire, Mo.

My dear Mr. Dierking:

Your letter of July 14th is duly received, and I am pleased to learn that you have recovered your health and that you feel all right again. I note fully what you say in regard to work, and in reply I wish to state that conditions are such in Europe that we are not figuring on sending any man abroad at the present time. In fact we have been compelled to find places in America for a number of our men who could not stay in Europe as long as this unfortunate war exists.

As far as the trade in America is concerned, I will say that it has not been very heavy and we have not found the occasion for putting on very many extra men. In fact we are disposing of the services of some men instead of putting on extra men. Under these circumstances I am compelled to say that the prospects are not very encouraging for you.

I hope that I will be able to attend the Tractor Demonstrations at St. Louis, but I cannot answer that question definitely at this time.

I will bear your case in mind, however, and see if there is anything that I can possibly do for you.

Yours truly,

