

*Requesting return of this letter.
John C. Paulaha*

KEATON MUSIC TYPEWRITER CO.

461 MARKET STREET

SAN FRANCISCO 5, CALIF.

TELEPHONE SUTTER 1-3952

MANUFACTURERS AND DISTRIBUTORS
OF THE KEATON MUSIC TYPEWRITER
AND MUSIC WRITERS SUPPLIES

AGENTS IN
PRINCIPAL CITIES

May 4, 1954

Mr. John C. Paulaha
Willow Recording Company
2301 Third Street North
Minneapolis 11, Minnesota

Dear Mr. Paulaha:

Thanks for your interest in the KEATON MUSIC TYPEWRITER. Enclosed are several circulars describing this wonderful new machine. The price of \$255.00 retail, \$158.67 to dealers, F.O.B. San Francisco, includes an attractive carrying case.

We sell only through authorized dealers or direct. Dealers are provided with leads arising from our national advertising and promotion that come from or nearest their city. Authorized dealers are expected to purchase a demonstrator plus some Keaton-Type paper, total initial cost \$163.77. The dealer must learn to operate the KEATON proficiently--an hour or so a day for a week is adequate--and be prepared to instruct customers in its use to supplement the instruction sheets. He must also acquaint himself with the mechanics of the KEATON so as to provide necessary servicing. This is quite simple and requires no special mechanical facility, merely familiarity. We provide one simple special tool. The KEATON is guaranteed for one year against defective materials or workmanship.

Multilith paper or plastic plates can be used successfully with the KEATON. Paper plates preprinted to KEATON MUSIC TYPEWRITER specifications are available from KEATON on special order. Original sheets can be photographed and developed quite inexpensively on plastic plates, each of which is capable of producing over ten thousand copies. The plates (available at print shops) cost about 25¢.

If you wish to represent the KEATON MUSIC TYPEWRITER in your area under the above conditions, we will be happy to establish you as our representative upon receipt of your order. Shipment will be made within 3 weeks of receipt of order. Our terms are cash in advance or C.O.D. on initial order and net 30 days on reorders.

Cordially,

H. W. Keaton / mh

H. W. Keaton

HWK/mh

BETTER BUSINESS BUREAU

OF SAN FRANCISCO, LTD.

414 MASON STREET—SUITE 500

SAN FRANCISCO 2, CALIFORNIA

TELEPHONE SUTTER 1-3822

MURIEL TSVETKOFF
GENERAL MANAGER

OFFICERS

ROY N. BUELL, PRESIDENT
HAROLD L. ZELLERBACH,
VICE PRESIDENT
T. J. LENEHAN, SECRETARY
RONALD KAEHLER, TREASURER
ARTHUR H. CONNOLLY, JR.
VICE PRESIDENT AND GENERAL COUNSEL

May 13, 1954.

Mr. John C. Paulaha
Willow Recording Co.
2301 Third St. North
Minneapolis 11, Minn.

DIRECTORS

RENOLDS J. BARBIERI
VICE PRESIDENT, BANK OF AMERICA N. T. & S. A.
REGINALD H. BIGGS
VICE PRESIDENT, THE EMPORIUM CAPWELL CO.
CHARLES R. BROWN
VICE PRESIDENT, TIDE WATER ASSOCIATED OIL CO.
ROY N. BUELL
DIVISION MANAGER, PACIFIC TEL. & TEL. CO.
WARREN BURKE
DISTRICT SALES MANAGER, UNITED AIR LINES
JAMES H. CONNOLLY
VICE PRESIDENT, AMERICAN BROADCASTING CO.
RANSOM M. COOK
VICE PRESIDENT, AMERICAN TRUST CO.
EARLE C. DAHLEM
VICE PRES. & GEN. MANAGER
WM. L. HUGHSON CO., INC.
HARRISON DAVIS
PARTNER, FIELDER, SORENSEN & DAVIS
THOMAS EAKIN
OWNER, CALIF. INDUSTRIAL COATINGS CO.
ADRIEN J. FALK
PRESIDENT, S. & W. FINE FOODS, INC.
CHAS. S. HOBBS
PRESIDENT, HALE BROS.
RONALD E. KAEHLER
PRESIDENT, S. F. STOCK EXCHANGE
HARRY A. LEE
S. F. DIVISION MANAGER
PACIFIC GAS & ELECTRIC CO.
FRANCIS V. KEESLING, SR.
CHAIRMAN OF THE BOARD
WEST COAST LIFE INSURANCE CO.
T. J. LENEHAN
SECRETARY-TREASURER
IMPERIAL DISTRIBUTING CO.
JOHN G. LEVISON
PARTNER, THE CARDOZA CO.
CARL LIVINGSTON
PRESIDENT, LIVINGSTON BROS.
CHARLES MAYER
PUBLISHER, SAN FRANCISCO EXAMINER
THOMAS G. MC GUIRE
EXECUTIVE VICE PRES.
INDUSTRIAL INDEMNITY CO.
RALPH MONTALI
PRESIDENT, RALPH MONTALI, INC.
JOHN B. QUIGLEY
OWNER, DRAKE-WILTSHIRE HOTEL
ALBERT F. ROLLER
ARCHITECT
RAY TURNBULL
VICE PRESIDENT, GENERAL ELECTRIC CO.
JAMES TUTTLE
REGIONAL MANAGER, MOTOROLA, INC.
FRANK F. WALKER
PARTNER, DEAN WITTER & CO.
HAROLD L. ZELLERBACH
PRESIDENT, ZELLERBACH PAPER CO.

RE: KEATON MUSIC TYPEWRITER CO.

Dear Sir:

We do not "rate" or "approve" any person, firm or proposition. However, we note that we have had only one complaint, in 1952, and this was due to delayed delivery, due to a manufacturing problem.

There have been no other complaints since that time.

The enclosures which you sent with your inquiry are returned herewith.

Sincerely,


GENERAL MANAGER.