

Via S.S. "AQUITANIA"
NEW YORK, Jan. 12, 1938.

Jan. 8, 1938

Ankerkerke A.G.,
Bielefeld,
Germany.

Gentlemen:

I thank you for your letter of December 22nd, and I reciprocate your wishes very heartily.

You may not know it, but I have spent a tremendous amount of time and work in connection with the vibrator machine Model "O". As mentioned to you before, we are not competitive without barter in this machine. This does not mean that the machine would not be worth the price you are asking for it, but this machine must meet certain competition from the United States which can only be done if the laid down price here is under \$30.00.

A few months ago I took up the matter with Dr. Anton Wagner, Handelsattache des deutschen Generalkonsulats in Montreal, and he promised me to see if anything could be done. However, so far I have not heard anything since. Maybe you can take the steps necessary directly with the German authorities.

Expecting your further news, I remain

Yours very truly,

CHW:O.

Carl H. Wurker