



**J. C. PENNEY COMPANY, INC.**

330 WEST 34th STREET, NEW YORK 1, N. Y.

January 6, 1955

The Foundation for Economic Education  
Irvington-on-Hudson  
New York

Gentlemen:

Dr. Charles F. Phillips, President of Bates College, Lewiston, Maine, advised me that you people are putting out, in pamphlet form, a talk which he made in Boston on "Competition."

Dr. Phillips made a very similar talk before some four hundred of our Penney associates here in December. We were planning to send this talk out either in printed or mimeographed form to all our store managers because it is such a fine talk. However, Dr. Phillips has suggested that, if you are going to publish this talk in the near future, we might be able to purchase 2500 copies of it from you at a price that would be as reasonable as we could do it ourselves.

Will you please advise me whether you are planning to issue this booklet and how soon it will be and what would be the charge for 2500 copies? These copies would be sent in one shipment to our office here.

Sincerely yours,

*A. W. Hughes* 7/46

President

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