

All agreements subject to delays by accidents, strikes or manufacturing contingencies beyond our control

CABLE ADDRESS:
BIELECO. NEWYORK

CHARLES F. BIELE & SONS CO.,

ESTABLISHED 1867

METAL MOULDINGS

SHOW CASES

SHOWER BATH DOORS

WORKERS IN

METAL, GLASS AND WOOD

379 & 381 WEST 12TH STREET
120 & 122 JANE ST.

NEW YORK, Feb. 19, 1926.

Messrs. Jacques Seligman & Co.,

5th Ave. & 55th St., City.

Gentlemen:

Mr. W. E. Hauck.

As per phone conversation regarding rentals, we consider not only the cost of handling, the wear and tear of the cases in handling and in use, but also the cost of carrying these cases for rental purposes. If, on an average, our cases were rented out three times a year, it would be very nice; but we must also consider that the cases may stand around here for six months or more, without being rented. Further, on the cases mounted on the high stand, we have the labor of removing the low feet and mounting on the 32" high stand. Further, when they come back, we have to take off this stand and put back a regular 6" high feet. By the time these various items are covered, the net profit is practically nil and were it not for the fact that a certain amount of advertising is gotten out of the cases, it would not pay us at all. We have rented to other dealers from time to time, and apparently the prices had been satisfactory.

The cases you looked at, are as follows:-

Two dull brass wall vitrine 40" long, glass 18" deep, glass 52" high. The base is about 18" high and the three adjustable shelves are 6", 10", and 14" wide. The reflector on top is

wired complete with plug and switch, but lamps are not included. The value of these cases is \$425.00 each. The rental \$50.00 each.

One bronze "gem" case on ebonized table. This case measures 20 x 32 on top and is 4 1/2" deep, the table being about 34 inches of a type of which we have made many for the Metropolitan Museum of Art, for display of miniatures, jewelry and other small objects. Price \$175.00; rental \$25.00.

Two very fine brass center vitrines with rounded top on front and ends and with one full size plate glass shelf in center. They are 2' 0" wide and 4' 0" high, and the base is about 21" high; price \$425.00 each; rental \$50.00 each.

One 9 ft. long window "A" shaped case on table. This is about 3' 0" wide and is the one you saw at ~~the~~ old factory. The rental of this would be \$40.00.

On the dark oak case #7112 with the antique brass trim, we can supply about twelve cases of the same design, in lengths from 5' 4" to 7' 0". They are 23" wide on top and will stand 37" high on the top of the 32" stand. They are fitted with 10" and 14" wide plate glass shelves, and are equipt with electric light fixtures. The rental of these will be \$5.00 per running foot. Lamps for the electric light ectra.

Lamps are not rented but are sold at the prices set by the General Electric Co. The short tubular lamps, T10, will cost 45¢ each. While a long tubular lamp, T8, will cost \$1.15 each.

If within ten days from date of delivery you should decide to purchase some of these cases, we will allow the full rental; but if such decision is postponed to the end of the exhibition, we can allow but one-half of the rental.

3.

Regarding permanent case for your new gallery, we will be glad to quote prices on receipt of details as to quantities size and etc. You will find that our prices will compare favorably with the cost of French cases. In considering the letter you must consider the custom house expenses, packing and setting up. Also the possibility of breakage. We have had to repair quite a few imported cases and a number of people have come to the conclusion that one such experience is enough.

In general we suggest cases not too large, so that each class of objects may be shown separately. Further, with smaller case, a more flexible arrangement is possible. Some flat table cases are also desirable for miniatures, engravings, enamels, etc. Possibly a few "A" cases or double face textile cases will also be desirable. Our Mr. E. C. Biele will call with photographs showing various cases.

Yours truly,

Charles F. Biele & Sons Co.,

Carl F. Biele, Vice Pres.

