

CECIL BARNES
ATTORNEY AT LAW
1522 FIRST NATIONAL BANK BUILDING
CHICAGO

April 5, 1915.

Walter D. Deane, Esq.,
29 Brewster Street,
Cambridge, Massachusetts.

Dear Mr. Deane:-

Marketing by-products is an important element in business. Where the principal products are not material commodities but ideas, as is the case in most professional work, there will be by-products which are ideas also. I am having samples of such by-products sent you, under separate cover, in a publication called "The Trimmed Lamp." Its editors are from various professions and hope that their experiment, from which they expect no pecuniary profit, may furnish not only a pleasant avocation to themselves, but some entertainment to others.

I hope you will be interested and glad to subscribe. The Trimmed Lamp is rather a unique publication and I think it deserves at least a fair trial. It is only one dollar a year and I have enclosed envelope with subscription form on flap which will, I hope, make it easier for you to subscribe than not to.

Very truly yours,

Cecil Barnes



Barnes, Cecil. 1915. "Barnes, Cecil Apr. 5, 1915." *Walter Deane correspondence*

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