



AudioTron Sales Company

315 LICK BLDG. SAN FRANCISCO

CONFIDENTIAL INFORMATION
You must act TODAY—NOT TOMORROW

2/21/16.

The AudioTron has proven itself. Letter after letter tells of results never before secured with other detectors. Experimenters write it is 100% to 300% better than other vacuum valves as a detector or oscillator. Your results have proven these statements, undoubtedly. To develop and perfect this wonderful device required months of careful research and experimentation. It has been sold and used for over one year and we have received only words of praise.

The DeForest Co. in the past has not taken any steps to prohibit the sale of the AudioTron. They recognize now, after one year, that we have a meritorious article and that fact together with our "square deal" business methods is making us a serious competitor. Knowing their greater financial strength they seek to enjoin us from selling the AudioTron on the ground that it infringes several of their patents. On Monday Feb.28th we will appear in court on the hearing of a motion for preliminary injunction. But we have prepared for this move. At first we thought the AudioTron operated on the molecular theory. We know now that it does not—that its theory of operation is entirely different from the Audion. We know that the AudioTron can only secure its wonderful results because it uses a true electron discharge. This feature when proven in court will defeat the DeForest injunction.

We are going to fight their motion - but the final decision may require six months to a year during which time we cannot manufacture or sell the AudioTron. You have built up a nice business and you know the merits of our article. You have this last opportunity now of anticipating your requirements and stocking accordingly.

WE CAN FILL ALL ORDERS RECEIVED NOT LATER THAN FEB.28, 1916.

Figure up your requirements and wire in your order immediately on the following basis. We will ship promptly and also deduct the cost of telegram from the invoice.

1 to 11 AudioTrons	\$5.00 each
12 to 19 "	4.25 "
20 and over "	3.75 "
Transportation prepaid. Terms 5% C.O.D.	

Our regular guarantee of satisfaction goes with your order. While we may not be able to ship orders received after Feb.28th we can still replace damaged or defective bulbs. Orders of 20 AudioTrons can be shipped in two lots of ten each - one \$40.00 C.O.D. and the other ten \$31.25 C.O.D. (less cost of telegram) with instructions to express company to hold this second shipment ten days.

Get busy and don't forget your order must reach here not later than Feb.28th. Act immediately.

Yours very truly,
AUDIOTRON SALES COMPANY.