



Astor Trust Company

Fifth Avenue & Thirty Sixth Street,

New York, January 20, 1917

E.C. CONVERSE, President.
 RONALD H. MACDONALD, Vice President.
 HENRY J. COCHRAN, Vice President.
 THOMAS HILDT, Vice President.
 BARKLEY WYCKOFF, Cashier.
 JAMES R. TROWBRIDGE, Secretary.
 CLIFFORD WILMURT, Asst. Cashier.
 LELAND S. STILLMAN, Asst. Secretary.

Miss Ida M. Tarbell,
 132 East 19th St.,
 New York City.

Dear Miss Tarbell:

To you, as a depositor, we owe a share of our prestige as one of the foremost banks of deposit in New York. We have put forth every effort in the handling of your account to make your connection with us a happy one. In point of volume, our banking business is very large. But, primarily, we are a Trust Company - a Trust Company with a specialty - Personal Trusts.

Our Trust Department can serve you with equal efficiency in any capacity, whether you desire the services of an Executor under your will or a Trustee for a trust fund, or whether you wish to relieve yourself of the burdensome detail of collection of income and safe-keeping of securities. The scope of our service is limited only, we might say, by your own needs.

We want to extend this service to you. By making use of our Trust Department you obtain not only the financial strength of the Astor Trust Company, but also the personal service and assistance of our officers.

It would gratify us to answer any questions you may care to ask concerning the services of our Trust Department. May we see you? and when?

Cordially yours,

Henry J. Cochran
 Vice President.