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N. O. NELSON, PRESIDENT L. D. LAWNIN, VICE-PRESIDENT A. B. PIERCE, VICE-PRESIDENT J. B. CHAMBERS, SECY. & TREAS.

N. O. Nelson Mfg. Co.

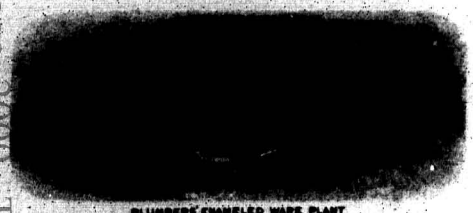
MANUFACTURERS AND JOBBERS OF
PLUMBERS, STEAM FITTERS AND MACHINISTS SUPPLIES

FOUNDED 1872

BRANCHES:
SAN FRANCISCO, CALIF.
LOS ANGELES, CALIF.
SAN DIEGO, CALIF.
HOUSTON, TEXAS
MEMPHIS, TENN.
PUEBLO, COLO.
SALT LAKE CITY, UTAH



FACTORIES AT LECLAIRE, ILL.
BRASS FOUNDRY, MARBLE PLANT, CABINET MILL, LEAD WORKS, B & H PIPE MACHINE WORKS



PLUMBERS' CHANELED WARE PLANT
THE HOME OF UNION PRODUCTS, NOBLESVILLE, IND.



SOIL PIPE FOUNDRY, BESSEMER, ALA.



ST. LOUIS OFFICE & STORE
10TH & CHESTNUT STS.

New Orleans,
1-16-17

~~SAINT LOUIS~~

Factory Managers:

Factories should have clothes lockers for each one, shower-baths, toilets well kept, and a lunch room for those who bring their lunches, with hot coffee free, or at 2¢ a cup.

The factory should be kept in orderly condition inside, and there should be such decoration as flower beds outside as there is room for, and vines on walls. There should be committees to take a hand in looking after all these things, and anything else that the employees want.

I am aware that part, if not all, have more or less of these already. I want it carried out to its fullest extent. We want to act on the theory that business is not simply a matter of bargain and sale; that it is not simply a machine to make wages and profits. It is to be made as interesting and attractive as possible.

Let me hear from you from time to time.

Yours truly,

N O Nelson