

**BUREAU OF EXHIBITORS' REPRESENTATIVES**  
OF THE  
**GENERAL SERVICE COMPANY (INCORPORATED)**

J. M. ALLEN,  
VICE-PRESIDENT AND  
GENERAL MANAGER

C. F. G. MEYER, JR.,  
BUREAU DIRECTOR  
H. B. HARDT, SUPERINTENDENT

ST. LOUIS, U. S. A. March 4, 1904. 1903

REPLYING TO YOUR FAVOR OF \_\_\_\_\_

Colonel Henry E. Dosch,

Director Gen. Ex. Div. Lewis & Clark Expo.

Portland, Oregon.

Dear Sir:-

Have been in hopes that you would be here ere this. I am gathering one sample of every document used here (and there is a vast lot of them) by the Exhibit Division.

There is one matter which I am anxious to impress upon your mind, if you are careful to do it before Wakefield is in the saddle. Have the rule approved in the Regulations of the Exposition, that every participant in the Exposition Buildings (outside of the Midway or Pike) must first become an exhibitor, and when accepted by the Department of Exhibits, then go to the Concession Department for his contract privilege. This will avoid "THE" at every previous Exposition existing friction between the two Departments and will give you the whip hand.

I could quote a volume of reasons why that is to the great benefit of the Exposition Authorities. Of course, every Concession Chief would oppose it, but you could get that passed now.

If there is anything that I can do please command me.

In the mean time, I am,

Yours sincerely,

*H. B. Hardt*  
Worlds Fair grounds  
St. Louis

H/W

*please address simply*