

FELT & CARR,
ARCHITECTS.

ROOMS 51 AND 53, BALLINGER BUILDING.

Received,

MAY 9 1901

ST. JOSEPH, MO.

May 6th. 1901.

Answered-----

Mr. Glenn Brown, Sec. A. I. A.

Washington, D. C.

Dear Sir:- In reply to your circular mailed to Mr. Carr and myself, I wish to state, that there is but one reason that we have not long since made application for membership in the A. I. A., as we can assure you that we hold the A. I. A in the highest esteem, and should we ever become members would expect to live strictly up to your bylaws and code of ethics.

We have for the past four years been brought into competition with a member of the A. I. A. of this City, Mr. E. J. Eckel. When we opened up our office we started out on the straight 5% basis, thinking of course that it would not be a competition of price; but we soon found out that our competitor was offering to do work for as low as 3% for full architectural services. And this to on small residence work, some of which did not exceed \$3,500.00. In order to substantiate our statement we will give you as ~~an~~ an example The Free Public Library now building in this city for which he receives, 3% for full Architectural services. As another example we will give the Public school work which is being done by him and was done last year for 3% and published in the City papers. And let me say right here Mr. Brown, that the publication of by the School Board that he was only to receive 3% for full services has done the Profession more harm in this City and surrounding country than you would ~~fix~~ imagine. To illustrate, not later than May 3d. a gentleman called on us in regard to employing us to prepare plans, specifications and Supt. a residence building. When told ^{him} that it would cost him 5%; he at once mentioned the School work and Library, and asked why? we should charge him "almost double", as he put it, That the ^{public} ~~city~~ was paying. I hope with the above explanation before you, and in view of the fact that we are both comparatively young men and have only been in the west four years, a

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and Mr. Eckel is an old established Architect, haveing been here thirty years or more, will clearly show you that it is he who can come nearer setting the price and custom than we could.

M .Carr and Myself have often talked the matter over and both have epressed a ourselves often, that we would like very much to belong to the A.I.A. but we did not want to join until we could carry out every promise and obligation. Begging your pardon for this extended letter, and assureing you again of the esteem in which I hold the A.I.A. I am very truly yours,

John A. Felt