

E.D. SHEPARD & CO.

**BANKERS**

AND DEALERS IN  
GOV'T MUNICIPAL AND RAILWAY BONDS.

E.D. SHEPARD, R.W. SPEIR, H.A. ENSIGN.  
AUG. T. POST, Special Partner.

TELEPHONE 918 CORTLANDT.

*No 31 Nassau Street.*

*New York.* June 11th, 1901 *190*

L. P. Norton, Esq.,

In re Des Moines W.W. Co.

Bennington, Vt.

Dear Sir:--

Enclosed find circular letter to their clients from Swan & Barrett, Bankers, Portland, Maine, together with copies of correspondence between them and Chas. H. Payson, Esq., of Portland, in regard to selling Mr. Payson control of the Des Moines Water Company at \$8.00 per share of stock. Please give these papers your careful consideration, and, if satisfactory to you, sign and return us the enclosed authority to sell.

Our Mr. Shepard became a member of the protective committee for the purpose of protecting our friends, owners of the Des Moines Water Works Co. bonds, and keeping control in the hands of parties friendly to the bondholders. When we obtained the stock for you we appreciated that it was practically worthless, excepting for control. The committee has been very much handicapped in the management of the plant because of the division of responsibility, and also because of the efforts of the old management to thwart the committee. We are satisfied that the plant can be very much better managed in the hands of one man such as Mr. Payson, who is an expert in water works properties, and represents over one hundred companies throughout the country. He is a man of high standing and ability. It is very desirable that the old management should not succeed in getting control again, which it is trying quietly to do. The bondholders will be protected in Mr. Payson's hands.

We think the proposition a good one to accept, because it will put the bondholders in much better position, and also get them some cash for their stock. The stock has never sold heretofore better than \$6.00 per share, and some has changed hands at a nominal value. Mr. Payson agrees to spend \$100,000. in improving the plant, which, with the sum that he pays for the control, will add to the bondholders' security.

Awaiting your early reply, we are,

Yours truly,

(Encs.)

*E. D. Shepard & Co*

DES MOINES WATER CO.  
EXCHANGE LETTER

Letter sent by E. D. Shepard & Co., New York investment bankers, on June 11, 1901, to holders of Des Moines Water Works Company 4% bonds sold by them.