

Biola University

Digital Commons @ Biola

Lyman Stewart Correspondence

Biola's story

Summer 7-2-1910

Outgoing Letters, 07/02/1910-09/30/1910

Lyman Stewart

Follow this and additional works at: <https://digitalcommons.biola.edu/stewart-correspondence>



Part of the [Business Administration, Management, and Operations Commons](#), and the [Christianity Commons](#)

Recommended Citation

Stewart, Lyman, "Outgoing Letters, 07/02/1910-09/30/1910" (1910). *Lyman Stewart Correspondence*. 5. <https://digitalcommons.biola.edu/stewart-correspondence/5>

This Letter is brought to you for free and open access by the Biola's story at Digital Commons @ Biola. It has been accepted for inclusion in Lyman Stewart Correspondence by an authorized administrator of Digital Commons @ Biola. For more information, please contact university.archives@biola.edu.

~~224~~
357

July 2, 1910.

Mr. S. I. Merrill,
c/o California Industrial Co.,
City.

Dear Mr. Merrill:

This will introduce Mr. Fred C. Nellis, who is interested in the gas producer of which Mr. Sterling has spoken to you. I would be pleased if you could look over and discuss with him the merits of his gas producer plant.

Yours very truly,

268
282

July 6, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Your favors of June 28th and July 1st duly received, the former enclosing your check favor of the Union Oil Co. for \$18,000, which has been handed to the Secretary and placed to your credit.

On July 1st I paid the first installment of 25% on your subscriptions to treasury stock as follows:

On a/c	2280 shares	Milton Stewart,	\$57,000.00,	Bonus	\$11.87
"	6	" Minerva Dutton,	150	100	
"	39	" Ella M. Stewart,	975	00	".22
			\$58,125.00		\$12.09
				12.09	
			\$58,137.09		

Received on account,	\$18,000.00
Acct. Ella M.S.,	730.50
" Mrs. Dutton,	100.60
	18,830.50
	\$39,306.59

We have not yet received your certificates of rights covering your 2280 shares.

We have delivered to Mr. Kellogg this morning 100 shares of your Union stock, which had been in the possession of Mr. McVay as collateral on the Distribution Fund, and there will be placed to your credit on the books of the Union the sum of \$10750.00.

Financial matters are very close, and the banks are call-

M.S/ -2-

ing some loans. The demand is greater than the supply, and I think, to insure our payments on the stock subscription as they mature, that I will anticipate some, and sell stock from time to time. The market is about \$104 at present, and Mr. Hugh Stewart of the Southern Trust Co. tells me that he has a party that wants to invest \$50,000 in our stocks. I am greatly tempted to let him have it, and take the chances against any financial stringency which might make it impossible to realize even at that price.

In reference to the \$12 or \$15 which you speak of in your letter, I have no distinct recollection, but have an indistinct one of handing you some such amount in repayment of something that you had paid for us. You were not disposed to receive it, I remember, but I had regarded it in the nature of a loan or an advance by you on my account, for some purpose which I do not now remember.

I notice that Arthur MacP. is calling on you for more funds. I would suggest that you go a little slow in financing the enterprises of those boys. I think it will be better for them to have to work on close margins.

I note what you say about the numerous inquiries in reference to chances for employment in California, and that you mention two sons of Miller Wilson as being desirous of coming. They are the kind of men that we would like to have, but owing to the over-production drilling operations are being considerably curtailed, which is naturally throwing a number of men out of employment, and hence just now is not an opportune time for a stranger to come here with any assurance of finding ready employment.

Annie Martin left this morning for her home in Doylestown.

M.S. -3-

Pa.

We are very sorry to learn that Ella is not getting on satisfactorily, and our earnest prayer for her is that the Lord will raise her up to health, and that He will enable you both to realize that His grace is sufficient for every time of need.

With much love to you both,

Yours sincerely,



July 8, 1910.

Mr. S. A. Templeton,
Hot Springs, Ark.

Dear Sir:

Your favors of June 1st and 27th duly received. Am sorry to learn of your poor health, and of your financial needs, but I regret to have to say to you that I do not see my way clear to make any advances to you, for the reason that not only is my bank account down, but I am hunting for money myself to take care of my obligations. Surely, with the work you have been doing, there must be some men whose hearts have been touched by the Gospel, and who would be glad to contribute to your necessities.

Yours truly,

278
294

July 7, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Yours of the 2nd inst., enclosing your check for \$700 for seven shares of stock for A.O. Marsh, at hand. We could have issued this quite handily if I had received your letter a day or two earlier, but we closed the treasury stock issue last night. We can, however, cut it out of one of your 100 share certificates which I received from Mr. McVay, and will have it transferred, and forwarded as soon as it comes back from Oleum. I therefore return your check for \$700 herewith.

Yours very sincerely,


✓
July 7, 1910.

Mr. J. M. Rust,
Office.

Dear Sir:

Replying to your of even date in reference to Mr. W.J. McMillan, beg to say that I think he was one of the men that we brought out here in 1888, and I have heard that he has been successful in business, but I have really not known anything about him for the past twenty five years. While not being able to vouch for him, I would suggest that you extend credit to him for a limited period. If he does not pay promptly, of course we do not want to take any undue chances.

Yours truly,



July 7, 1910.

Enteronol Company,

Oswego, N.Y.

Gentlemen:

Enclosed find money order for \$3.00, for which please send me an equivalent in your remedy, enteronol. Our attention was called to this by Prof. George C. Stebbins three years ago in Northfield, and we have found it to be such a valuable remedy we would not be without it under any circumstances, and have given it to a number of parties, who have also been greatly pleased with it, but unfortunately we are not able to find it in this city. If you have any one here who handles it, we would be glad to have the address, so that we may know where to go in future.

Yours very truly,

✓

July 9, 1910.

Mrs. W. J. Erdman,
20 Library Place,
Princeton, N.J.

Dear Madam:

Yours of June 15th duly received. Of course I would esteem it a great privilege to help in the work to which you refer, were I able to do so, but the fact is, I have assumed liability for certain work, which is taxing my resources to their limit, and hence I am obliged to deny myself the privilege of helping in the good work in Asheville.

Thanking you for offering me the opportunity, and praying that the Lord will provide for this particular need, I am,

Yours very sincerely,

201
30
PERSONAL AND
CONFIDENTIAL

Los Angeles, Cal., July 12, 1910

Mr. Robert Watchorn,
The Chelsea,
West 23d Street,
New York

My dear Mr. Watchorn:

A few minutes after you left, W.L. called me up to say that Mr. Regua would like to have a private interview with me. This I have just had. He is connected with large interests, and through a mutual friend, has connection with large financial interests in New York and London. He and his associates seem to be impressed with the thought that the oil industry of California offers much greater opportunities for safe investment than mining interests (in which they have made their money) do. He, with a friend, looked over the Fullerton fields yesterday as the first step in a general inspection of the entire oil fields of California, and of the Union Oil Company's territory in particular.

What he especially desired in the interview with us was to know whether it would be possible to make some alliance with the Union Oil Company through the purchase of the control of its stock, or otherwise. He talked in a very candid, frank manner, and I was favorably impressed with the man. He withdrew from the Gugenheim interests for the reason that they would not treat their stockholders as he

-2-

thought they should be treated and as we have treated ours. They will proceed to inspect the properties without any further understanding than that we would give reasonable consideration to any proposition which they may feel led to make. Their firm is Bradley, McKenzie & Requa; their address, Crocker Building, San Francisco. They are the owners of the Nevada Petroleum Company, the Treadwell Mine and other large mining properties.

I have been wondering whether this was providential, coming in the same hour in which I had suggested to you for the first time the possibility of our being willing to consider an outright sale of our properties.

In the financial undertaking upon which you are entering, there are three lines along which I think you may work, on some one of which I feel sure you will succeed. The first is the sale of the bonds as outlined by Mr. Fisk; the second, the sale of a large block of Treasury stock; and the third, the sale of the control of the Company itself, with the right to all stockholders to participate on the same basis.

It would certainly be a relief to my brother and myself if we could retire from the business and have our funds available for such work as the Lord may lead us to do for Him. We could, of course, very readily obtain a good price for our holdings independently of the other stockholders.

-3-

but such a course we would not be willing to pursue, as we feel that our interests are identified with those of the other stockholders who have entrusted their investments with us. The important question to determine is as to the price, and by way of suggestion would say that any price between \$50,000,000 and \$100,000,000. I believe would be satisfactory to our stockholders in general. In fact, the lower price named might be shaded. If the Lord wants such a sale to be consummated, I am sure He will open the way and guide you both as to price and the finding of a purchaser.

In connection with making this suggestion, allow me to say that I have invariably emphasized the fact, when parties have approached me in reference to sale, that the properties were not for sale; that the lands and the general business were not yet sufficiently developed to warrant us in naming a price for them, and I think it wise that we maintain the position that the Union is not for sale because of the effect such a statement might have on our own associates. I think I have never admitted, even to W.L., that I would be willing to sell. The fact, however, that he sends in Mr. Requa to discuss the matter indicates that he would not be unfavorable to such a course.

The report on the Lake View yesterday stated that it produced 36,000 barrels, and it showed about 1 1/2% of water; - the first water that has been shown, I understand.

-4-

The Sansinena well reports oil again in the bottom of the well.

Since dictating the foregoing, Mr. Torrance has been in to say that he would advise against consideration of any proposition for the sale of the properties at present. That in six or eight months from now we could probably get \$10,000,000 more for them than we could at present. That the party who was in touch with the Englishmen had been in and offered to disclose their names, giving the most positive assurance that they were anti-Standard, and that they were abundantly able to finance any enterprise which they would undertake to handle. Mr. Torrance declined to have them give the names of the principals on the ground, as he said, that if there were any leaks he would not be blamed for them, but what he really was seeking was to have Mr. James H. Adams put in touch with the parties.

If we get relief from the financial pressure, I believe, with Mr. Torrance, that the time is not yet fully ripe for selling to the best possible advantage. For instance, W.L. advises me that the Associated are very anxious to consummate an arrangement which will insure the full operation of all of the Union transportation facilities and supply all the contracts which it has secured and is seeking to negotiate, and the Associated take the surplus. Mr. Sinclair goes North tomorrow night to close the arrangement.

-5-

Now, if this is consummated it will begin to give us financial relief very soon.

A cablegram to you from Mr. Fisk has also come in advising that you need not come to Europe, and asking you to send certain reports. This has been repeated to you at Barstow, but assuming that as you have started on your "vacation", you will probably continue your trip to New York. I will, however, hold this letter until we hear from you.

You will understand that my suggestion about the sale of the property was made with reference to an emergency arising in our efforts to satisfactorily finance the Company. I have not lost sight of the fact of our ten year agreement with you, but have assumed that the results of such a sale would possibly place you in such a position with your profits on one thousand shares as would be more satisfactory even than continuing in the grind of the office for the period mentioned.

Yours very truly,

Los Angeles, Cal., July 13, 1910

Rev. H.P.Lane,
Upland, Cal.

Dear brother Lane:

Yours of the 12th inst., at hand.

I had not heard before that your boys had had to come home from Maricopa, and I regret exceedingly to learn the cause. I trust that the one who has typhoid will be speedily restored to health, and that both will soon be strong again and able for work.

Yours very sincerely,

170

Los Angeles, California, July 13, 1910

Mr. L. W. Hyde,

Piru, Cal.

My dear Sir:

Yours of the 11th inst., at hand. I have never heard Mr. Tracey preach; in fact I am not acquainted with him, but as the Bible Institute has sent him down to Torrey to preach for you, I am sure that he is a safe teacher, and I regret exceedingly to know that sound preaching is not acceptable to the people on Torrey Hill. We, of course, would not be willing to assume responsibility for any other kind and trust that the action of the people in voting to discontinue the services of Mr. Tracey may be reconsidered. At least, we hope that their motive in this action was not that they did not love the truth as it relates to the blood atonement of Christ. I am forwarding your letter to Mr. Horton, the Superintendent of the Bible Institute.

Yours very truly,

2/38
402

Los Angeles, Cal. July 13th, 1910

Rev. T. C. Horton,

262½ South Main Street,

Los Angeles, Cal.

Dear brother Horton:

Enclosed find letter from Mr. L. W.
Hyde of Piru, together with copy of my reply.

Hoping that you will be prepared
for a start on our proposed automobile trip on Satur-
day morning, and with kind regards to your family,
I am,

Yours very sincerely,

282
344

July 14th, 1910

Mr. Milton Stewart,
Titusville, Pa.

My dear brother:

Yours of the 8th inst., duly received. The check enclosed for \$100.00 I endorsed and handed to Florence, as requested.

Mr. Watchorn left yesterday morning on the Santa Fe Limited for Europe, by way of New York. He expects to sail on the "Lusitania" on the 20th.

The report of the Lake View for yesterday shows 26,000 barrels and 2% water. The day before it was 1 1/2% water, -the first that had been noticed. The Regal well is very strong, but it is difficult to take oil from it without danger of its getting away. They have it shut in to about 2000 barrels per day, and it has already cut the valve out so that it had to be shut in for a time to replace it. When shut in it shows a pressure of 800 lbs. This well is 26-6/10 gravity and we are arranging to send it to the refinery.

The Sansinena well is reported as getting a good showing of oil.

The two Lane boys who went up to Maricopa to act as watchmen on the Lake View about the middle of June

-2-

are both home and sick. One of them is in the hospital with typhoid fever. It seems there is a good deal of this fever in the Maricopa district.

We are planning to start Saturday morning on our vacation. The only day I had off last year was on Christmas. Ada and May and Miss Agnew will go on the train, and Mr. and Mrs. Horton will go with Fred and Florence and me in the auto. We expect to stay at the Potter Hotel, Santa Barbara, over Sunday, and on Monday we will go up through the oil fields and proceed on the Del Monte and Oleum, where we have a Board meeting on Thursday, the 21st. Ada and May will go on to Del Monte by train on Monday, and on Monday, the 25th inst., our auto party is planning to go to Lake Tahoe, the others remaining at Del Monte. After a few days at Del Monte, we may possibly proceed up the Coast as far as Seattle.

Our hearts have been very heavy with foreboding in reference to you and Ella even since you left us, and our warm sympathy goes out to you both in these days of anxiety on your part and suffering on hers, and our earnest prayer has been that you might both know the Lord's grace sufficient, and be enabled to cast these burdens on Him, calling to mind this assurance, that "He knoweth our frame; He remembereth that we are dust." Mrs. Marsh has very kindly been keeping us advised, and Bert Dutton has sent me a letter from his mother. We have had some misgiving about going away while Ella was so ill, and I have been wondering whether it

-3-

would be best for me to undertake to come there and be with you at this time. If you so wish, I will change my plans on receipt of advices from you that you would like to have me do so. We are still hoping and praying that Ella may at least be so restored as to be able to give testimony of the Lord's grace to her, remembering that "with the heart man believeth unto righteousness, and with the mouth confession is made unto salvation."

Our folks have gone down to visit Maggie at the beach today. They all join in loving sympathy.

Yours very affectionately,

84
481

July 14, 1910

Mr. Porter Fisk *Phipps*
#311 Fitzsimmons Bldg.,
Pittsburg, Pa.

Dear Comrade:

Your favors of the 7th inst., duly received. Also the notice of your daughter's wedding. Please accept our hearty congratulations on the acquisition of a son-in-law.

In reference to the sale of stock of the Union, beg to say that under our rules all stock has to be offered through our stockholders, excepting in cases of emergency, and hence we will not be able to make any arrangement with you for handling it for us. I am glad to know that you are negotiating a large deal for the Fisher's, and trust you will succeed in closing it.

Yes, the Lord has greatly blessed our business, and it continues to grow. The Lake View well is still producing nearly 30,000 barrels per day, and has produced since March 15th about 5,000,000 barrels. I think this breaks the record for all wells in America.

I am so glad that you were so thoughtful as to notify me of Comrade John M. Lane's death. I had lost track of him and didn't know where he lived. I think there must be some mistake about his age, for he was forty-two when he

-2-

enlisted, as stated at the time. If my recollection is correct he would have been in the neighborhood of ninety at the time of his death. By the way, his death was on the anniversary of that of Sam Irwin, which occurred forty-seven years ago.

Our comrades are dropping off pretty rapidly. Notwithstanding the number is so small, I know of five members of Company "E" who have passed away since we met in Gettysburg in 1907. I am not sure whether you have heard of Eli Baney's death, which occurred in October last. We flatter ourselves that we are in the land of the living, but if the roll of the old 16th were called, I think we would be convinced that instead of being in the land of the living, we are in the land of the dying. The lesson for us is to seek to have an inheritance in the land of the living, which we may have by simply believing on the Lord Jesus Christ as our Saviour, and owning Him as Lord and Master.

With kind regards to your family, I am, as ever,
Your affectionate comrade,

✓
July 14, 1910

Mr. A. E. Dutton,
c/o Union Oil Company of California,
Mills Building, San Francisco, Cal.

Dear Sir:

Your kind letter of the 11th enclosing letter from your mother under date of the 7th, duly received. Her letter contained later information than we had had up to that time, but letters from Mrs. Marsh and Milton received since tell about the same story that your mother does in reference to Ella. There seems to be no hope. It is very sad. There does not seem to be anything that we can do for them. I return your mother's letter herewith.

Thanking you for your kindness, I am,

Yours very sincerely,

218
443

July 14th, 1910

Mr. James Edwards,
Upland, Cal.

Dear Sir:

Replying to yours of the 11th, beg to say
that it is all right for you to lay off a few days
at such time as will be most prudent for you to be
away from the orchard.

Yours very truly,

✓
HIS

July 14th, 1910

Rev. George William Carter,
General Secretary,
66 Bible House,
New York

Dear Sir:

Yours of June 29th, with enclosures, duly received. Your emergency call is one that appeals to me, but being associated in a responsible way with the Los Angeles Bible House, which is supplying marked Testaments, Gospels, and selected portions of Scripture to the missionaries and colporters in the Spanish speaking lands of the world, and the demands being greater than our ability to supply, I will be obliged to deny myself the privilege and pleasure of contributing to your work at the present time.

Praying for the Lord's blessing upon you and upon your work, I am

Yours very sincerely,

286
330

July 14, 1910.

Mr. Robert Watchorn,
The Chelsea,
222 W. 23rd St.,
New York.

My dear Mr. Watchorn:

Your personal letter of the 13th, written on the train and mailed at Bagdad, at hand. I am pleased to note that you think favorably of continuing on your trip to Europe. In view of the fact that Mr. Fisk calls for some statements of auxiliary companies, we are inclined to interpret his cablegram as meaning that he will be able to close the matter without your being present. We think, however, that your being with him in the closing up of these matters will be of great value to the company.

Mr. Kellogg concurs in the above, but at the same time the fact of our local syndicate not coming to time on its agreements makes him feel quite anxious to have you here. We believe, though, that with the relief that will probably come from the proposed deal with the Associated, we will be able to get along. Besides, you need a vacation, and we advise, therefore, that you carry out your original program.

The Sansinena well seems to be showing pretty rich. The Regal is becoming stronger, and fears are expressed that it will blow out the casing. The pressure gate shows eight hundred pounds.

Wishing you a very pleasant and prosperous trip, I am, as ever,

Yours very sincerely,

266
336

July 14, 1910.

Mr. James A. West,
Willow Springs,
Kern Co., Cal.

Dear Mr. West:

Yours of June 29th at hand. I note what you say about willing your property to your sister Julia. Under the law she would not be allowed to pay any debt which is more than two years old, unless it is a written obligation, and even that outlaws in four years. I mention these matters that you may properly protect my claims. Possibly this might be done by stating in the will that any debt due me was to be paid in full, with interest at 6%, without reference to the statute of limitations.

Yours very truly,

303 1/2

July 14, 1910.

Mr. George J. Fisher,
Euclid & 7th St.,
Kansas City, Mo.

Dear Sir:

Yours of June 21st, with enclosure, duly received. Am very thankful for your continued articles under the caption of "Sound the Alarm," in the "Gospel Message." They help to keep us on the alert.

Thanking you for the copy of your article on Mr. F.B. Meyer,
I am,

Yours very sincerely,

✓
458

July 15, 1910.

W. L. Stewart,
Office.

Dear Will:

Enclosed herewith find California Industrial Co. check for dividend, made to you as trustee, for \$150. Under the terms of this original trusteeship you are to have 50% for the administering of the trust for the Bible House of Los Angeles. You will please send your check for \$75 to the Bible House, Lissner Building. I intended to have the letters of trust prepared before going away, but have not had time to do so.

I placed a like amount of stock in Fred's and May's names, and my purpose was that you might be kept in close touch with the work which the Bible House is doing.

Yours sincerely,

144
Mrs. May S. Martin,
632 Lucas Ave.,
City.

July 15, 1910.

Dear May:

I hand you herewith California Industrial Co. dividend check made to you as trustee, for \$150. Under the terms of this original trusteeship you are to have 50% of the proceeds of the stock for administering the trust for the Bible House of Los Angeles. You will please send your check for \$75 to the Bible House, Lisner Building. I intended to have the letters of trust prepared before going away, but have not had time to do so.

I placed a like amount of stock in Will's and Fred's names, and my purpose was that you might be kept in close touch with the work which the Bible House is doing.

Yours sincerely,

169

July 15, 1910.

Mr. Alfred C. Stewart,
Hotel Del Monte,
Monterey, Cal.

Dear Fred:

I understand you have received a California Industrial Co. dividend check, made to you as trustee, for \$150. Under the terms of this original trusteeship you are to have 50% of the proceeds of the stock for administering the trust for the Bible House of Los Angeles. You will please send your check for \$75 to the Bible House, Lissner Building. I intended to have the letters of trust prepared before going away, but have not had time to do so.

I placed a like amount of stock in Will's and May's names, and my purpose was that you might be kept in close touch with the work which the Bible House is doing.

Yours sincerely,

27⁵
321

July 15, 1910.

Mr. J. A. Beattie,
Upland, Cal.

Dear Sir:

As I remember, when you shipped the last oranges to me, you said there were a few left which had been put in the cooling room. You did not say how many there were. I would suggest that you divide them equally between my house and W.L. Stewart's, at Brighton Beach. If there are more than two boxes, however, you might send some to Miss Crowell, also.

Yours truly,

231

July 16, 1910.

Mr. M. Lissner, Secretary,
Good Government Fund,
Lissner Bldg., City.

Dear Sir:

Your favor of the 15th inst., addressed to Mr. Lym Stewart, is at hand. Mr. Stewart left the city this morning, to be absent some weeks. On his return I will bring your letter to his attention.

Yours very truly,

July 16, 1910.

Mrs. W. F. Armstrong,
24 Balmute St.,
Toronto, Canada.

Dear Mrs. Armstrong:

Enclosed herewith find New York check for \$1,000,
being the second installment on my pledge of \$5,000 to the inter-
denominational Bible School in Rangoon, Burma.

Praying that the Lord will bless and prosper
this work, I am,

Yours very sincerely,

✓
July 28, 1910.

The Manager,
Canadian Bank of Commerce,
Cor. Bloor & Yonge Sts.,
Toronto, Can.

Dear Sir:

I am just in receipt of a letter from Mrs. H. M. N. Armstrong, London, asking that the second installment of my pledge to the Bible School at Rangoon be sent to you.

Just two days ago I mailed a New York check for \$1,000 to her, at 24 Balmuto St., Toronto, as that was the address which she gave me at the time I made the pledge, and I knew nothing of any change until receiving her letter. If there is any way in which you can get this letter and check before it is forwarded to her in India, it would probably save a great deal of time in the matter, seeing that you are taking charge of the funds. The letter was addressed "Mrs. W. F. Armstrong."

I am writing this that you may know the circumstances, and leave it to your judgment to do what is best in the matter.

Yours truly,

267
424

July 18, 1910.

Stewart Citrus Association,
Upland, Cal.

Gentlemen:

I am in receipt of your checks covering first payment on June delivery of Valencias, for account of Mr. Lyman Stewart. I am returning to you one of the checks which was evidently overlooked by Mr. W.B. Stewart when signing, and which you have asked Mr. Stewart to sign as President. As he is out of the city, and will be for several weeks, please hold the check for Mr. W.B. Stewart's signature, if he is only going to be absent for a short period. If he expects to be away for some time, please return the check to me, and I will forward to Mr. Lyman Stewart, for his signature.

Yours truly,

✓
314

July 21, 1910.

Dear Mr. Stewart:

I have made the following deposits to your account since you left:

S.C.A.,	\$1380.50
Withheld dividends on lost Un. Petlm. stock,	1937.25
July dividends, (except those on stock in name of G.K.Tr.)	4403.35
Mrs. Stewart's check,	<u>3000.00</u>
	\$10721.10

You now have on deposit \$12,650, and there are no more bills to be paid until the first of August. I have not yet turned over any of this to the Union, as Mr. Kellogg tells me that there is likely to be another call for a considerable amount, - which of course you know about, - and I thought I had better wait until hearing from you in regard to this, so that I would know how much I will be able to turn over to the Union. There is about \$1200 or \$1400 to be paid out before you receive your next Union dividends, but in the meantime the Newlove dividend comes due, - August 10th. Please let me know what you wish done in regard to the money on hand.

Nothing particular has happened that I know of since you left. I sent you entorenol along, and hope you received it. The bunch of letters mentioned by Mr. Stephens in the letter which I gave to Mr. Kellogg to deliver to you has not arrived yet. Shall I send them along when they come?

It is awfully warm here, and has been ever since you left.
Hope you haven't run into any such weather up there.

Please tell Mr. A.C. Stewart that I sent his and his wife's
dividends to Mr. McMaisters, who said he would deposit them.

With best wishes for a very pleasant trip, I am,

Yours very sincerely,

197

July 21, 1910.

Mr. John Baker Jr.,
Crocker Bldg.,
San Francisco, Cal.

Dear Sir:

I am enclosing herewith my check for \$179.33, in payment of
July dividend on the 358-2/3 shares of stock recently paid for by
you, in connection with the Marble purchase.

Yours truly,

312
318

Dear Mr. Stewart:

July 26, 1910.

I received your letter dated the 23rd, enclosing your check to Mrs. Stewart for \$230, which I have deposited, and am sending duplicate deposit slip to her. I knew, of course, that her Security account was her family expense account, but as I had heard nothing from her in regard to the overdraft, I didn't know what else to do about it.

I have made a note of the checks you have drawn, and after giving the Union a check today for \$8,000, you still have a balance of some \$1,400. This is to cover the payments that come due about the first of the month.

I am enclosing the six blank checks which you asked for; also letters from Mr. Hughes, Mr. Watchorn, and Mr. Blackstone. The latter Mr. Kellogg has read, but none of the others whom he mentions has seen it.

Everything seems to be going along smoothly in the office. Mr. McPeak leaves today for his vacation, which he will spend in San Francisco and vicinity. In regard to my own vacation, I find that the very last excursion leaving on the Canadian Pacific route will be on Sept. 14th. This is earlier than I had planned to go, but have spoken to Mr. Iredell about it, and he says it will be all right as far as he knows. Will it be satisfactory to you to have me go at that time? Going on excursion rates of course means quite a difference in the fare.

Now for your very much appreciated personal letter, which came this morning. I enjoyed every bit of it, and am so glad

that you liked our gifts. I asked Mr. Kellogg about it the first thing when he came back Saturday morning, and he told me of the presentation. You see now that what I told you the night before you left about having so many, many loving friends was all true. The portion of your letter in regard to the gift from the employees I copied and sent around to be read. The first two asked me what the verse which you sent, -Acts 20:32,- was, so I copied it at the bottom of the extract, that each one might read it as it went around. There is one line of your letter that I most earnestly wish to see fulfilled, and that is in the expression of your desire for "a personal acquaintance with every one of them." I want them all to know you as I do. Please don't quote any more Scripture about being "cut off and flying away." We are not ready to hear about that for a long time yet. We need you here too badly.

Have you had any recent word from Mr. Milton Stewart about his wife? I noticed in the letter I sent you from him that he said she was better. I do hope she may continue to improve until she is entirely well again.

I am sorry to know that you have developed such a bad cold, but that always seems to be an accompaniment to your trips. I suppose you are starving yourself to cure it.

With kindest regards to all of you, and hoping that your trip may make you grow twenty years younger, in the way of improved health and strength, I am,

Very sincerely yours,

✓
July 26, 1910.


Mr. C. W. Stewart,
610 Geary St.,
San Francisco, Cal.

Dear Sir:

Yours of the 21st, addressed to Mr. Lyman Stewart, is at hand. Mr. Stewart is absent on his vacation, and will not return for several weeks. Your letter will be referred to him on his return, but I presume that will be too late for your purpose.

Regretting that I am unable to give you any information in regard to the matter, I am,

Yours very truly,



July 29, 1910.

Mr. J. O. Mills,

c/o San Antonio Water Co.,

Ontario, Cal.

Dear Sir:

Your favor of the 28th inst. addressed to Mr. Lyman Stewart, in reference to a position with this company, is at hand. Mr. Stewart is absent on his vacation, and your letter will be handed to the Auditor of the company, Mr. C. F. Iredell, for his attention.

Yours very truly,

314
325

July 30, 1910.

Dear Mr. Stewart:

I am enclosing a couple of letters, one from Titusville. I thought perhaps this man might be an old friend, to whom you would wish to drop a line in reply. The other, being from the man who was in to see you a day or so before you left, and who represents large interests, I thought possibly you might wish to see. If you do not care to answer these, just return them to me, and I will reply, saying that you are away on your vacation. I don't want to let anything important go by default, but neither do I want to bother you needlessly during your vacation. It is not always easy to judge in these matters.

Mr. Kellogg is at Coronado today, so there are four silent, vacant offices, and it seems rather lonesome. I have my hands exceedingly full nowadays, with Mr. McPeak away, but we are getting through all right.

I hope your cold is entirely well by this time, and that you are enjoying yourself to the limit.

Yours very sincerely,

134

Aug. 1, 1910.

Mr. John Irwin,
Santa Paula,
Cal.

Dear Sir:

Enclosed herewith find check for \$625.00, covering coupons due this date on twenty five Union Transportation Company bonds belonging to you, but which have been loaned to me.

Yours very truly,

Aug. 2, 1910.

Mr. David P. Ward,
Long Beach, Cal.

Dear Sir:

Yours of the 30th ult., addressed to Mr. Lyman Stewart, at hand. Mr. Stewart is at present away on his vacation, and will probably not return for two or three weeks.

Yours very truly,

307
372

Aug. 3, 1910.

Mr. J. A. Beattie,

Upland,

Cal.

Dear Mr. Beattie:

Am just in receipt of four checks, together with statements, from the Stewart Citrus Association.

I am returning herewith the check and statement for the "Lyman Stewart" account, as there is a small error. The statement calls for \$431.69, and the check is made out for \$431.96. This is not much of a difference, but I thought it might perhaps throw your accounts out and cause you trouble.

Please return when corrected.

Yours very truly,

191

Aug. 4, 1910.


Lee A. McConnell & Co.,

City.

Gentlemen:

Enclosed herewith find my check for \$15.00, to apply on
Mrs. Breakey's rent.

Yours truly,



Aug. 4, 1910.

Mr. C. W. McMurran,
The Southern Hotel,
Bakersfield, Cal.

Dear Sir:

Yours of the 26th ult., addressed to Mr. Lyman Stewart, was duly received.

Mr. Stewart has been absent on his vacation for a couple of weeks, and will probably be gone some time longer. On his return I will bring your letter to his attention.

Yours very truly,

✓
Aug. 4, 1910.

Edwin C. Bell,
Titusville, Pa.

Dear Sir:

Yours of the 22nd ult., addressed to Mr. Lyman Stewart, was duly received. Mr. Stewart is absent on his vacation, and will probably not return for two or three weeks. I will hand your letter to him on his return.

Yours truly,

318
327

Aug. 6, 1910.

Dear. Mr. Stewart:

I received your letter dated Aug. 2nd yesterday, and have acknowledged receipt of the letters which you returned.

I am enclosing a letter and clippings from Mr. Stephens, which I think perhaps you will like to see. Am also enclosing a letter from Mrs. Archibald, and if you will instruct me what to say to her, I will reply. I thought you might not be back in time to get a reply to her before the next payment on her stock is due.

Thank you very much for what you say in regard to my vacation. You are certainly good to me, and I appreciate it very much.

I am so glad that you are having such a pleasant trip, and hope you will continue it just as long as you possibly can. Take care of that cold, and don't let it get "dominion" over you. Am very glad indeed that Mrs. Milton Stewart is improving. I do hope she is going to be entirely well again.

I suppose you had a fine celebration of Mr. Horton's birthday, with your launch trip around the lake. Did you make him tell you how old he was, the way you do me?

With very best wishes for a continued delightful trip, and with regards to all, including Mr. Penn, if he is there, I am,

Yours very sincerely,

P.S. Received about \$1800 from S.C.A. a few days ago.

90

Aug. 9, 1910.

Mr. Chas. T. Youngken, Treas.,
Fishermen's Club,
c/o L.A. Bible Institute,
City.

Dear Sir:

Enclosed herewith find my check for \$150, in payment of
my subscription to the Fishermen's Club for the quarter ending
Nov. 9th.

Yours very truly,

3275

Aug. 12, 1910.

Dear. Mr. Stewart:

Yours of the 9th, with enclosure, at hand. I have replied to Mrs. Archibald, as you requested.

Nothing of any particular interest seems to be happening here in the office. Everything is very quiet. Mr. McPeak returned today, so that I have a little more time in which to do my own work.

I deposited your Newlove dividend yesterday,- some \$3300,- and today gave the Union a check for \$5,000.

I enclose herewith a check made to the Stewart Citrus Assn. for \$276.15, which is for June fruit picking. I also enclose a letter from Mr. Edwards, which I think may be important, and letters from Dr. Underwood.

Hope your trip is continuing delightful, but don't see how you are going to be able to get home by Sept. 1st if you motor to Seattle.

How is your cold? I hope you are taking good care of yourself, and getting a good tan on.

With best wishes, and kind regards to all, I am,

Yours very sincerely,

✓

Aug. 12, 1910.

Mrs. Katherine C. Archibald,

Alma, Nova Scotia.

Dear Madam:

Your letter of the 26th ult. was duly received, and beg to say in reply that Mr. Lyman Stewart is at present absent on his vacation, and therefore does not reply personally to your letter. He is not able at the present time to use Mr. Cleland's note, as he has undertaken work which taxes his resources to the limit, and which requires all the cash which he can accumulate.

I know that he would wish me to say to you that he regrets his inability to accommodate you in this matter, and to thank you for your kind expressions of gratitude.

Yours very truly,

302
341

Aug. 29, 1910.

Mr. Robert Watchorn,

London and New York.

Dear Mr. Watchorn:

Mr. Kellogg tells me that he has not been writing you, for the reason that he thought there was no hope of reaching you while in Europe, but it has occurred to me that you may be detained there some time, so I venture a line to your London address, and a duplicate copy to you at our New York office.

An informal conference of the Board was held this morning. Some of the members seem to feel that a large bond authorization would make the stockholders panicky. Mr. Torrance was very confident that if we got the oil to moving we could increase our dividends, and that that would enable ^{us} to dispose of treasury stock to good advantage, or enable us to float a debenture bond in the home market. Mr. Earl seems to have a better grasp of the financial conditions of the world than any other member of our Board, and he says that you will not be able to sell bonds without making very large discounts; in other words, that you will not be able to do better than the offers which you have received. Messrs. Torrance, Staats and Bolt were all convinced that to have \$10,000,000 of these bonds underwritten would cost at least ten per cent, because financial men are so fearfully cold-blooded.

Mr. Porter, of the Associated, has been detained on a large Oklahoma deal for some time, but returned to San Francisco Saturday night, and is to meet the Producers' committee on Wednesday, and it is expected that some deal will be closed then, and the Board thought it

R.W. -2-

better to postpone any action until after a report of that meeting. In the meantime, they want estimates of our requirements, and a statement of our present condition, etc. We therefore cabled you as follows:

"Conatorem beniamino perdepsunt coriambico firm," the translation of which is as follows: "After careful consideration action is postponed until September 2nd. Board of Directors firm."

The matter of the sale of \$1,000,000 of stock at \$95 they felt would be demoralizing to the market here, unless there was some assurance that that stock would not be sent back here for sale until a time agreed upon. They all seemed firm and conservative in their positions. Personally, I am very anxious that some deal be made which will put us beyond the possibility of future embarrassment, and I trust that you will not become disheartened in your efforts to finance us.

Mr. Regua, of the Nevada Petroleum Company, was in to see me about the time you left, and intimated that he would like to become largely interested in the Union Oil Company. He had been associated with the Guggenheims, but had withdrawn from them, for the reason that they did not treat their stockholders fairly. The reputation of the Union Oil Company along this line had appealed to him. I had a candid talk with him, with the result that he has been back to see W.L., and suggests that he and his friends were thinking seriously of investing in the Union to the extent of \$20,000,000, and take over the control, under certain conditions. I mention this as an item of information, but would not entertain any proposition which would not afford adequate protection to everybody concerned.

The Lakeview well is gradually declining, and is now down to 13,000 bbls. per day. The Regal well is doing 3,000 bbls. I

R.W. -3-

have not yet had a report in reference to the field work in general.

Mr. Fenn is quite enthusiastic in the reports of his department, and has intimated that the prospects are that the refinery earnings this year will be three times as great as last.

Gasoline is scarce; the Standard has advanced the price one cent per gallon. Mr. Handy tells me that this one cent paid all their pay roll for July. He also reports that the test made on reducing gas to gasoline has been successful.

We returned from our six weeks vacation on the 26th. We did not go to Portland and Seattle, as planned, because of losing eight days through the illness of Fred.

My brother Milton wires me that his wife is very low, and the doctors give them no encouragement as to her recovery.

Mr. Kellogg is scheduled to leave on his eastern trip on the 13th, and Miss Crowell on the same date, so we will be pretty lonesome here until you return.

As "it is not in man that walketh to direct his steps," we have been remembering you daily, and trust that the Lord will so direct you that your most sanguine expectations may be fully realized.

Yours very sincerely,

✓
36✓

Sept. 1, 1910.

Mr. R. W. Fenn,
San Francisco, Cal.

Dear Mr. Fenn:

Yours of the 30th ult. at hand. I had received the draft for \$1002.50 for Mr. McElfresh's ten shares of Provident, and put it in my pocket, and had forgotten about it until your letter reminded me.

Fred was taken ill the night we left Tallas, and we were detained eight days in consequence, so had to abandon our Portland and Seattle trip. He was able to bring us home, however, after being laid up for that time, and we visited your Avila plant on our way home.

With regards to Mrs. Fenn, I am,

Yours very sincerely,

361
Sept. 1, 1910.

Mr. J. W. Smith,
San Luis Obispo, Cal.

Dear Sir:

Yours of the 30th ult. at hand. While we would be glad to see Mr. Hillard at any time, I would say for your information that we are not posted along the line that you have indicated he wished to consider with us, nor are we in a position to give any assistance, as we are already pledged to the full limit along other lines, and which also appeal to us more strongly than anything in the way of civic righteousness.

Our sympathies are with you, however, in this work, and we wish you abundant success in whatever you may undertake to further it.

With kind regards to Mr. Hillard, I am,

Yours very truly,

✓
Sept. 1, 1910.

Mr. C. H. Nye,
1027 W. 25th St.,
Los Angeles, Cal.

My dear Mr. Nye:

Yours of the 31st ult. at hand. Am also in receipt of a letter from Mr. C. E. Stewart in reference to the same matter.

In reply beg to say that I am not in touch with the work of the Freedmen's Board, and will not have the time to post myself, and therefore will not be able to present the matter or to have any part in it, as indicated by you. I beg, therefore, to ask that you will excuse me from any part or responsibility in the matter of the collection for this purpose.

Regretting that I am not able to respond more satisfactorily, I am,

Yours very sincerely,

303
371

Sept. 1, 1910.

Mr. James A. West,
Willow Springs,
Kern Co., Cal.

Dear Mr. West:

Yours of Aug. 23rd came during my absence from the city.
Am very sorry to learn of your poor health. I enclose herewith my
check, as requested, for \$25.00.

Praying that the Lord will restore you to health, and
give you many days yet of service for Him, I am,

Yours very sincerely,

128
Occidental College,

City.

Gentlemen:

Enclosed herewith find my check for \$1250, being quarterly payment towards Dr. Baer's salary and Bible Department.

Yours truly,

Sept. 3, 1910.

Mr. J. E. Jaderquist,
1407 Brush St.,
Oakland, Cal.

Dear Sir:

Yours of the 17th of August came during my absence, hence delay of reply. I have forgotten what Mr. Blackstone said about the arrangement made with you for the money advanced by us to the Central China Bible Institute, but of course I do not claim any interest for my portion of the amount, namely five hundred dollars.

Yours very sincerely,

✓
Sept. 3, 1910.

Dr. Frank A. Keller,
c/o China Inland Mission,
Changsha, Hunan, China.

My dear Dr. Keller:

Your very welcome letter of Aug. 2nd is at hand; also letter and photos from Mr. Yang, for all of which I am very grateful.

Enclosed find copy of letter recently received from the American Bible Society. I think this will largely remove the obstacles which their attitude had seemed to place in the way of carrying out your plans for putting a Scripture message into every home in your province. My interpretation of this is that you are at liberty now to mark the Testament in accordance with your own views, and also to publish and distribute selected portions, provided you do not use entire books.

The suggested annotations which had been sent to us from several sources were of such a character that it seemed to me that they would lead to confusion, and that it was doubtless a wise precaution on the part of the American Bible Society that led them to take the position which they did against these. I believe that it would be much safer in the back of the Testament, for instance to group a number of references under the various subjects which it might be desirable to specially emphasize, something after the manner of the Spanish Testament which was first published by our Los Angeles Bible House.

While the opinion of Mr. Haven, Corresponding Secretary, does not give positive authority, I believe that you would be

Dr. Keller -2-

warranted in going ahead and planning your work as though it had been taken up and duly authorized by the Board of Managers of the American Bible Society, for you will have this letter of Dr. Haven for your authority, and as the matter has been so fully considered in the past, they will not be likely to reverse the opinion of their corresponding Secretary. If you desire, however, we will take the matter up further and ask them to make this the official action of their Board. Am pretty sure that sufficient pressure can be brought to bear to secure whatever you may desire along these lines.

During the troubles in Changsha our hearts went out to you and your good wife, and Brother Yang, and you have been remembered in our prayers daily ever since. We are very thankful that the Lord spared you all, and our earnest prayer is that all these tribulations may result in the furtherance of the Gospel in China.

Yours very sincerely,

123 Pall Mall - G. Brown Shipley & Co.

330
349

Sept. 3, 1910.

Mr. Robert Watchorn,

London & N.Y.

Dear Mr. Watchorn:

We want to congratulate you on your wisdom and coolness in the presence of great financiers who were doubtless seeking to take advantage of our necessities. Your coolness and deliberation, I think, have disabused their minds of the impression that we might be disposed to make large sacrifices to meet financial emergencies. The fact that you have been able to do this in the face of the financial pressure indicates that you have Napoleonic qualities along certain lines. We regret very much that the pursuance of your plan involved the breaking off of relations with Mr. Fisk. We felt drawn to him, and were disposed to lean upon him for counsel and help in our financial plans.

The financial pressure is rather disquieting to my weak nerves. We have been hoping that the proposed sale of surplus oil to the Associated would be quickly consummated, and give us, in some measure, relief. The Associated Press this morning reports that such a deal has been consummated, the Standard and the Associated buying the surplus, but on inquiry I learn that the conference is not to be held until next Tuesday, so it appears that some party to the negotiations has "leaked."

Mr. Requa was in to see me on the 1st inst., and dis-

R W., -2-

closed his plans more fully. He is coming in again next Wednesday, and will discuss the matter still further. CONFIDENTIAL: The bankers that are proposing to back his scheme are Speyer & Co., New York. This he wishes to be kept absolutely secret, but said I might disclose it to you and Mr. Kellogg. The general plan is to secure control of the Union, and retain the Union organization, because of its high standing in the industry and in the community, enlarge its capitalization, and absorb the Associated, the Doheny and the Nevada Petroleum interests, and thereby control the markets for crude oil. I have not committed myself to him, but I learn this morning that he has had interviews with Mr. Porter, of the Associated, and this may account for the apparent apathy of Mr. Porter in closing up the deal which he was negotiating with the Agency, which has now been hanging fire for some seven or eight weeks.

As you have asked for authority to sell a million dollars worth of our stock at \$95, it has occurred to me that these people, as a preliminary to further negotiations for an alliance with us, might be willing to take quite a block of our treasury stock at par, and thus relieve us from financial pressure, and allow you to reach here in time to take an active hand in these negotiations, should we find it to be to our interest to continue them.

I explained to Mr. Regue my relations with you, and his reply was that they wanted our organization, and nothing in the arrangement made with you would interfere with their plans. I realize, however, that a change in the relationship here might not be so desirable for you. My only desire in considering any proposition is to have the business of the company placed on an absolutely safe basis, and to be relieved from the anxiety and strain which the financing of the company

R.W. -3-

has put upon me during the past few years. I feel that I cannot endure this strain longer, so that the real question for us to consider and act upon is how to best accomplish this end. I have not committed myself in any way in these negotiations further than to say we might be disposed to consider a favorable proposition. I have not even mentioned the matter to my brother until today, and I, of course, could not act without his consent.

The meeting of the Outer Harbor Dock & Wharf Co. was held on Aug. 31st. They report that in July there were 175,500 cubic yards of filling made, and they estimate that the amount for August will be 150,000. They report two steamship companies now are negotiating for wharf and storage facilities, one of them being the American-Hawaiian S.S.Co.

The latest report from the Lakeview gives the production 17,000 bbls. per day, with eight to ten per cent of water.

Fred is getting considerable encouragement on his carburetor, and an agent he has in the east has wired him that he has made contracts with two auto manufacturing companies to use his carburetors.

Latest advices from my brother indicate that his wife is very low, and the physicians give no hope for her recovery.

Trusting that you will succeed in making some favorable connection in Europe for the Union, and hoping to see you here in the near future, I am, as ever,

Yours very sincerely,

294
346

Sept. 3, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Yours of Aug. 23rd and 24th duly received, with enclosures as stated. We found that your balance in the F. & M. Bank was \$28532.78, on Aug. 29th, so we destroyed the check that you signed in blank, and used the one for \$35,000. Also received your check for \$975 for Ella's stock.

Enclosed find memorandum of the payments which I have made on your account in connection with the new stock subscription. The condition of the stock market is such that it is almost impossible to sell. It is standing down pretty near par, and practically no purchasers. We are in hopes that it will improve after the vacation season is ended, and people take hold of business again. I had counted that under ordinary conditions we could sell stock readily to meet our subscriptions. I have now exhausted the balance that I had with the Union, and for the payment on the first of November will have to borrow or make sales of stock.

The arrangement which has been hanging fire for some time for selling a large amount of oil to the Associated is still in process of negotiation, and the large wells coming in from time to time, of course make them stronger in their position, and more inclined to hold off. As a matter of fact, they are very short of oil with which to fill their contracts, and though we are so long on oil a considerable

M.S. -2-

percentage of our transportation is idle.

The Lakeview well is down to 17,000 bbls., with the percentage of water steadily increasing, and now amounting to from 8 to 10 per cent. The Regal well, which had stopped, by reason of being filled with sand, cleaned out, and started again at 3000 bbls., but is only doing about 1700 at the latest report.

We returned from our trip a week ago last night, after an absence of six weeks. Had, on the whole, a very pleasant trip. On the day we left I took cold, and was quite poorly for two or three weeks, and as we were about to start for Portland Fred was taken with a severe attack of tonsillitis, and we lost eight days in consequence, and being out off from connection with the outside world they were necessarily pretty anxious days, as he never was so sick; but I find now, when I get into the office, that instead of being as strong and vigorous as I was the first day or two, that last night I was pretty well collapsed, and have not enough ambition to take care of my part of the business as it should be taken care of.

Your letters and lettergrams in reference to Ella have kept us feeling very anxious, but having no telegram for some days, we feel encouraged that the Lord is going to raise her up again. Were it not that business is pressing so greatly, I would go east for a while, and be with you in this anxious time. We are praying very earnestly that the affliction will be sanctified to you both, that you may know the Lord's grace sufficient, and be enabled to commit yourselves wholly into His hands. We are all well, and all unite in loving sympathy,

Yours affectionately,

344
362

Sept. 3, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Some six weeks ago, just after Mr. Watchorn left for Europe, Mr. Requa, of the Nevada Petroleum Company, called, and indicated that he would like to get a large interest in the Union; that he had been interested with the Guggenheims, but withdrew from them because they did not treat their stockholders fairly. The Union's treatment of its stockholders had appealed to him, and he felt that he would like to be associated with it. He talked in a very frank manner, and I was equally frank with him, and told him that we had not even discussed the matter of selling, but that, as you and I were growing old, possibly we might be disposed to consider a proposition that would strike us favorably.

I did not think anything more about it, and did not even tell W.L., but while I was away Mr. Requa called to see W.L., and told him of the talk that he had had with me, and that he had taken the matter up with his friends and they would like to put \$20,000,000 into the business. Yesterday he called to see me. A leading New York banker is supposed to be financing the scheme. Their plan seems to be to retain the Union organization and machinery, because of its standing in the industry and the community, and to absorb the Associated, the Doheny and Nevada Petroleum interests, and thus secure practical control of the market.

Now, I do not know that I ever said anything to you about letting go of the control, and I would not favor such a course, excepting

M.S. -2-

that conditions seem to be such as to apparently render it necessary. Mr. Watchorn has not succeeded in placing a loan in Europe, but has not yet given up doing so. He has had several offers, one of which was recommended very earnestly by Mr. Fisk, but it would involve a net interest rate of 6-3/8%. Mr. Watchorn felt that his self-respect, as well as the interests of the Union, would not allow him to pay such a rate, and he has turned down several offers. The money powers are doubtless being convinced that we are not in such urgent need of money as to be willing to pay extortionate rates. However, there are drawbacks. The bonds that we have out already would necessarily make a new bond issue come largely under a second mortgage, which might defeat the negotiations for the sale of bonds for anything like a reasonable rate.

Personally, I would be willing to make considerable sacrifice in order to be relieved of the tension which we have been working under for a long time. In fact, it seems to be imperative that I should do so, for I do not feel that I can stand up under it much longer, and I will probably have to bear the brunt alone for some little time, as Mr. Kellogg has to go east on the 13th, - has planned to be away for a month, - and Mr. Watchorn probably will not be able to return short of a month, at least. Of course, I could doubtless worry through for a month or so, so far as that is concerned, but the oil not moving, and our liabilities increasing, keep me feeling so anxious that I begin to feel that the game is not worth the candle. Now, do not misunderstand me. The general outlook was never better, I think, than at present. Our Manufacturing Department is forging ahead at a very satisfactory rate, with indications that it will earn a profit this year of \$1500000.00,

M.S. -3-

and a prospect of doing much better next year.

I would like to hear from you fully in reference to your views as to a deal that would let go the control. We of course would not want to let go at the present market price of stock. If it were not that they wanted to retain the Union organization, the nicest way to do the thing would be to sell out the assets of the Union for so much cash, and bonds secured by the property, and stock in the new concern, taking out enough in cash to put us in an independent position.

Yours very sincerely,

341
39✓

Sept. 7, 1910.

Mr. Robert Watchorn,

London and New York.

Dear Mr. Watchorn:

Your cablegram received; also your letter to Mr. Kellogg of Aug. 26th, giving us fuller information in reference to your negotiations. Inasmuch as the Associated was then (and still is) in conference with the Producers' committee, and also in view of the overtures from Mr. Requa, we thought it wise not to rush the matter unduly, and hence cabled you as follows: "Fistoris emplomado Fisk grifforait fresquel phrasicles cenitavere seriously and codecabamos knollbein elodandi fiblarent fledgeling burdonibus bemoaned hastily censable cluciatos.for humaverunt internote gewiss which would karsteling bonetta ingepopard decimology cable freely." The translation of this cablegram is as follows: "Have received your letter 26th. Hold for further developments Fisk proposition. A bona fide offer as per your telegram fifth will have consideration seriously and decision within fifteen days. Matter of the greatest moment; cannot act hastily. Are now considering deal for sale surplus petroleum which would use available steamer facilities. Cable freely."

At the meeting of our executive committee yesterday, when considering your cablegram and letter, I asked Mr. Orutt if he was confident that our proven oil properties would give such results as were indicated in my letter of July 12th to Mr. Harvey S. Fisk, and

R.W. -2-

he replied that he was very confident that they would do so. He made the remark that our stocks would be intrinsically worth three or four hundred dollars a share. I asked W.L. if he thought that the oil in the ground was worth ten cents a barrel. He replied that it was worth forty cents a barrel. This estimate would make the values in the proven territory alone equal to \$440,000,000, to say nothing about the good prospective territory which the company holds. These estimates, from such conservative sources, have led us to hesitate in reference to any options looking to parting with the control at any such price as \$140. per share.

Your cablegram was not perfectly clear, and we were not entirely satisfied that we fully understood it, and hence our suggestion in our reply that you cable freely.

We note your grievance in reference to Mr. Adams having been furnished with substantially the same data that we gave to you. We know that you evaded the matter when the request was made, but in view of the fact that both Adams & Co. and Staats Co. were handling our securities on a large scale, and in view also of the fact that Mr. Fisk had cabled that it was not necessary for you to come over, we assumed that the matter of the sale of the bonds was already consummated, and thought it would be only courtesy to these dealers here, and also a benefit to our securities, to have them have such information as would tend to tone up the local market. I think if you will analyze our position in the matter you will not blame us for our action in the premises. It grieves us very much, however, that our action has caused you annoyance and led to a disturbance of your negotiations. Wm.R. Staats Co. were also furnished with duplicate letters and statements given to Adams & Co. The information was such as we had no objection

R.W. -3-

to the public getting hold of, and we felt sure that it would strengthen our financial position. As you are aware, Mr. Adams went to Europe without any authority whatever from us in reference to taking up any financial negotiations for us, and there was nothing in the information which we gave to their house here that would give him any warrant for assuming to do anything in our behalf, and we regret that in your negotiations you have felt it necessary to consider him at all. He has written a letter to his firm, which Mr. Martin showed to W.L., in which he stated that he was working on the Union matter, and that "there would be \$2,500,000 in it for us." I presume he meant on the whole \$25,000,000 issue. This would indicate that he was working things so as to get ten per cent out of it.

I would infer from this that his firm would be a part of an underwriting syndicate which would underwrite the whole issue, and we are afraid that he had, in anticipation of our needs, "bought the ground over" before your arrival, and his plans along this line may account for the apathetic attitude of Mr. Torrance and Mr. Bolt, as indicated in my letter to you of Aug. 29th.

His firm has not yet been able to redeem the ten day note which it gave to us before you left, and Mr. Staats told me yesterday that he had sold over a thousand shares of our securities for Adams & Co. Miss Crowell has just handed me their balances on the 1st inst, which show Adams & Co. holding 40 shares of Union Oil and 203 shares of Union Provident; Staats Co. 755 shares of Union Oil and 800 Union Provident. From this you will see that Adams & Co. have not paid over to us all money that they have received for the stock sold, (they being in arrears \$48,000 from Aug. 10th,- hence you will see their financial ability is

R.W. -4-

limited) and although there seems to be some inquiry for stock, the price is sagging, - Union being quoted at about par, - and it has occurred to me that possibly your negotiations with Mr. Adams have caused Mr. Martin to have the market go in this way so as to enable Mr. Adams to secure these additional 10,000 shares at \$95.

It was expected to hold a conference with the Directors yesterday, but owing to the negotiations with the Associated being in progress, and your cablegram not giving us a firm offer, we decided to defer the conference. Mr. Martin was in this morning to know whether we had held our conference, thereby indicating that he had been given inside information, and he was seeking to obtain further inside information for the private benefit of his firm. Now, all this is very aggravating to us, and we hope that you will be able to conclude some satisfactory arrangement entirely independent of this firm.

In days gone by attempt has been made at San Francisco to open a new depository in behalf of the Union Oil Company, with the expectation that our financial resources would be enhanced thereby, but later it developed that subsidiary companies, in which Jas.H.Adams & Co. were interested, were to be the beneficiaries of the loans contemplated, and hence we were discredited, as the bank stated that they objected to opening new accounts with loans, and we are afraid that Adams & Co. will be using the prestige of the Union Oil Co. to finance some of their own affairs in Europe. We trust, therefore, that you will not take Mr. Adams into your confidences at all, nor have him interested in any way in any negotiations which you are seeking to handle, excepting it may become absolutely necessary for you to do so.

In looking over the cablegram which we sent you after being codified, I conclude that the middle part of it will be misleading, and

R.W. -5-

perhaps unintelligible. It says, "matter of the greatest moment; cannot act hastily." What had been suggested was, "on matters of such great moment we should not act hastily." We knew that you were chafing under the delay, but on the whole we think you have made excellent progress, and trust that you will take sufficient time to thoroughly canvass the situation, and if the size of the bond issue is any drawback, that, of course, could be reduced, and the first offering might also be reduced, rather than pay an excessive amount on a ^{larger} offering. We are withholding the advertising until it is definitely decided just what we want to do. We are all pleased that you have handled this momentous matter so coolly and wisely.

There is nothing special to report from the field. Mr. Teatsorth and Lee Hill have both been let out, Mr. Fleisher has resigned because some little bill which he had O.K'd was not allowed, and Mr. Frank Hill is again "in the saddle."

Mr. Kellogg leaves on the 13th for New York, to be gone a month, and hopes to meet you there and go over the situation before returning to California. However, should you have any important negotiations in hand, would suggest that you do not cut them off for the purpose of meeting him, unless he should cable you to do so.

For your information I enclose copy of letter from Mr. Torrance to Randolph H. Miner, President of the Outer Harbor Dock & Wharf Co.

Am sending duplicate copies of this letter to London and New York.

Yours very sincerely,

329
495

Sept. 2, 1910.

Dr. J. Mills Boal,
La Jolla, Cal.

Dear Sir:

Yours of the 5th inst. duly received. I have handed it to Mr. Orcutt for his perusal and action, as this comes in his department. He was down once with you, I believe, but did not discover any formation that he regarded as favorable for oil, but will go down again, or send Mr. Preston, to look over the field. We have so much on hand that it is difficult for us to consider more than a fraction of the things that are offered to us.

With kind regards to Mrs. Boal, I am,

Yours very sincerely,

271
422

Sept. 7, 1910.

Mr. C. E. Gamsby,
Upland, Cal.

Dear Sir:

Replying to yours of the 6th inst., beg to say that I think Union Oil stock is a good and safe investment at the present prices. It may possibly go lower, and it may possibly advance; we cannot tell. It depends altogether upon the law of supply and demand. I really do not know of anything better at the present time. Would suggest that instead of buying Union you buy Union Provident, as it is the controlling company, and owns one share of Union for each one share of its stock that it has issued. Most of our Directors hold their interests through the holding companies.

Yours very truly,

✓
Sept. 8, 1910.

Mr. W. K. Thompson,

232 Mason Bldg., City.

Dear Sir:

Yours of the 6th inst. is at hand. As I am ignorant of the matter to which you refer, and am not able to give any attention to the details of the business, I am referring your letter to Mr. Merrill, the President, for his consideration and action.

I regret the unfortunate circumstance which has caused you the annoyance referred to.

Yours very sincerely,

277

Sept. 8, 1910.

Mr. S. I. Merrill, President,
Western Gas Engine Co.,
City.

Dear Mr. Merrill:

Enclosed herewith find letter from Mr. W. K. Thompson,
which will explain itself; also letter just received from our mutual
friend, W. H. Frost.

Yours very truly,

248

Sept. 8, 1910.

Mr. W.H.Frost,
Box 1251,
Ocean Park, Cal.

Dear Mr. Frost:

Yours of the 7th inst. at hand. Your plan outlined therein seems to be a good one, and with your foreign patents I do not see why you should not be able to establish a profitable business.

Personally I am so pressed for funds to take care of demands which are being made on me that it would be impossible to consider any kind of a proposition at present involving the expenditure of any money. There are doubtless plenty of men with means who would be glad to avail themselves of such an offer as you may be able to make them.

Yours very truly,

Sept. 8, 1910.

Rev. A. B. Irwin,
Highland, Kansas.

Dear Cousin Albert:

Yours of the 2nd inst. at hand. Am glad to hear from you.

I think California has a great future, and that it is a good country for a young man who has good staying qualities to grow up in. It is so expensive operating for oil on this coast, requiring so much capital to do any business, and the men who work on wells are usually so rough, that I would hesitate to advise your son to cast in his lot with them. Cousin Alfred Irwin came out eight or nine years ago, and his boys have grown into the business, and are established in good positions.

My experience is largely limited to the oil business, and rather to the executive than the practical end of it, so that I do not feel like making any positive recommendation in reference to your son, but would suggest that you write to cousin John Irwin, Santa Paula, Cal., whose experience has been along practical lines ever since coming to California.

With kind regards to Mrs. Irwin and the other members of your family, I am,

Yours very sincerely,

334

Sept. 8, 1910.

Mr. J. W. Smith,

San Luis Obispo, Cal.

Dear Sir:

Yours of the 2nd inst. at hand. Am glad to have our impressions as to your purpose in writing corrected.

We have been practically snowed under, and our correspondence has necessarily been delayed. We will do the best we can to secure the success of your undertaking.

Yours truly,

161

Sept. 3, 1910.

Mrs. F. P. Durston,
432 Lake St.,
City.

Dear Madam:

Enclosed herewith find my check for \$245, being six months interest to Sept. 26th, at the rate of seven per cent, on my note in your favor for \$7,000.

This note falls due on the above mentioned date, and if agreeable to you I should like to have it extended for one year.

Kindly let me hear from you in regard to this matter, and oblige,

Yours very truly,

344
377

September 10, 1910

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Yours of the 5th inst., just received. We are very much pleased to learn that Ella seems a little better, and trust that the improvement may continue until she is perfectly restored.

Our drilling has been reduced from sixty to about thirty rigs. I hardly think we have so many rigs on lot 35 as you say, but we are, of course, drilling as fast as possible because of the short term of the lease and the unwillingness of the owners to make any concessions to us.

The Lake View is still a very strong well, doing between 16,000 and 17,000 barrels per day. The percentage of water seems to be decreasing.

We have not had any success with the air compressors in this country, but our folks are on the lookout to get the best appliances possible.

We have just received a cablegram from Mr. Fisk saying that he is sailing today;—to keep matter open as he wants to submit a proposition to us. Mr. Watchorn has been cabling propositions. Thus far Mr. Fisk's seems

-2-

to be more favorable than any others received. I think Mr. Watchorn has had a break with him, because, as Mr. Watchorn puts it, the terms submitted have been such that he could not maintain his self-respect and protect the interests of the Union Oil Company by accepting them. Interest rates in Europe seem to be higher than in America.

The Producers committee are in session with the Associated Oil Company this week, negotiating for the sale of a large amount of oil. This matter is very distasteful to me, but as the Associated had been adroit enough to secure the business of the consumers while our folks have been napping, we are rather forced to deal with them. One result of the deal would be that our transportation is to be kept fully occupied.

With love to Ella, I am

Yours very sincerely,

333
PERSONAL

September 10, 1910

Mr. R. W. Fenn,
#201 Mills Building,
San Francisco, Cal.

Dear Sir:

I beg to acknowledge receipt of the books
entitled "The Bible in Spain". From a casual ex-
amination of them I infer that they will be both
interesting and instructive, and I thank you most
heartily for your kindness in sending them to me.

Very sincerely yours,

✓
Sept. 10, 1910.

Mr. A. R. Meserve, Horticultural Commissioner,
City.

Dear Sir:

In June last your inspector, Mr. Mayet, inspected the shrubbery on my place, and found a number of trees infected with scale, and representatives from your department undertook the spraying, but gave it up at the end of the first day, for some reason which has never been explained. You will doubtless remember that you called me up and said that you could not be responsible for the effects of the spray upon our shrubbery, and I presume this was the cause for their giving up.

Your inspector stated that you would furnish me with a formula for a wash for the arrucarias. Will you kindly send me formula for a safe wash for the arrucarias, and also for the other scale which your inspector found. Does your department keep in stock the materials for these sprays, or for gassing?

An early reply will greatly oblige,

Yours very truly,

✓
439
Mr. W. G. Hughes,

Glide, Douglas Co., Ore.

Sept. 12, 1910.

Dear Mr. Hughes:

Yours of the 2nd duly received. We have nothing very satisfactory from Messrs. Watchorn and Fisk as yet. Rates are so high that Mr. Watchorn says he could not maintain his respect and profit the interests of the Union Oil Company by accepting them. We have just today had a cable from Mr. Fisk saying that he is sailing for New York and wants to see us, and to hold matters in abeyance until he can do so.

The market for securities is very dull, but not so dull for ours as for many others. It will be difficult, I think, for you to raise the sums indicated without making considerable sacrifice as an offering of that size will doubtless depress the market very considerably. I am in a similar dilemma myself. The general outlook, however, is very encouraging.

The Lakeview well is still flowing at the rate of between sixteen and seventeen thousand bbls. per day.

The Producers' committee has been in session with officers of the Associated for several days, and the result of the negotiations we hope will give us needed relief in reference to the movement of oil.

Trusting that we may see you soon, I am, as ever,

Yours very sincerely,

Sept. 13, 1910.

Citizens National Bank,

City.

Gentlemen:

Please deliver to bearer, Miss Crowell, the agreement between G.W.Bothwell and myself, dated Feb. 14th 1910, and 677 shares of the capital stock of the Western Gas Engine Company, which were placed in escrow in your bank Feb. 23rd, 1910.

Yours truly,

September 14, 1910

Rev. Samuel McKee,

#5430 Marmion Way,

Los Angeles, Cal.

Dear Cousin:

As we always called your father "cousin", I feel that we have a right to address his sons in the same way.

I feel that an explanation is due you in view of my embarrassment when you asked me the other night if I was coming over to your wedding. In answer to my inquiries when I returned home, I found that Mrs. Stewart had received your invitation and laid it aside and forgot all about it, (her memory is not good since her stroke last year), and having known of your wedding only through an newspaper item, I was somewhat at a loss how to answer you when you spoke about it.

Every missionary should not only have a good Bible, but one with the very best helps in the world. Such I feel the Scofield Bible to be, and I would be pleased if you will accept one of those handed you herewith, and if you will also be kind enough to hand one to Miss List with my best wishes, and also one to our brother, I will be much obliged.

So many of the officers of our Company are absent that I will be obliged to deny myself the great pleas-

-2-

ure of being present at your wedding.

Praying that the Lord will bless you in your union,
and that He will prosper you in the work to which we trust He
has called you in China, I am,

Yours very sincerely,

336

September 17, 1910

Mr. James A. West,
Willow Springs,
Kern County, Cal.

Dear brother West:

Yours of the 15th inst., at hand. I regret to learn of the changed conditions and of your need. I enclose herewith my check on account for \$25.

Yours very sincerely,

September 17th, 1910

TO WHOM IT MAY CONCERN:

I take pleasure in saying that I have known the bearer, Mr. Guy L. Hardison, from his early childhood. He has been in touch with the oil industry practically during all his life; is familiar with all details pertaining to it, and I believe would render valuable service in handling oil properties either in their development, or in the operating of producing wells.

Yours very truly,

273
385
September 19, 1910

John Willis Baer, LL.D.

President Occidental College,

Los Angeles, California

Dear Doctor Baer:

Yours of the 17th inst., at hand. Although I consented to the payment of Professor Handley's salary as teacher of philosophy for the half of his time during the latter portion of the year for which he was employed, I had no intention of continuing paying to the support of that department of your work. I so advised Professor Burt during your absence, as I felt led to use the means the Lord had entrusted to me exclusively for Bible work. I think there is room in Occidental for two Bible teachers, and that Bible work should be specially emphasized all along the line. I have understood that the work was too heavy for one man. Now please do not misunderstand me. I am not losing interest in the work of Occidental, but as my means are limited I must concentrate on the special work which I believe the Lord has called me to support, and that is exclusively Bible work.

Believing that such a course will further the best interests of the College, and trusting that you will sympathize with me in my position, I am,

Yours very sincerely,

372
391

September 20, 1910

Mr. J. A. Beattie, Secretary
Stewart Citrus Association,
Upland, Cal.

Dear Mr. Beattie:

Yours of the 16th inst., enclosing fertilizer bills, at hand. Enclosed herewith find my check for \$1985.82 to cover same.

Isn't September pretty late for the use of commercial fertilizer? I, of course, understood that commercial fertilizers were to be used this year, but I supposed they were to be used in sufficient time to prevent the dropping of the fruit and thus have the size regulated by the setting of a large crop.

Yours very truly,

263 / 390
September 19, 1910

Mr. Milton Stewart,
Titusville, Pa.,

Dear Brother:

Your several letters of recent date duly received. We have felt encouraged several times from more favorable reports in reference to Ella's condition, and then again our hopes are disappointed by hearing of relapses. We realize that it has been an exceedingly anxious time for you and you have been constantly on our minds and hearts, and many prayers are offered for you both that you may know God's grace sufficient in this time of trial.

Dan and May and their baby started Cynw'd this morning. We feel pretty lonesome without them.

Ada was very much improved by her stay at Del Monte and seems much more like herself since coming home.

Mr. Kellogg left us for his Eastern trip on the 13th. He hopes to meet Mr. Watchorn in New York.

Mr. Watchorn has cabled us several propositions from financial men, but their terms are too hard for us and thus far we have rejected them. The most of them want to get a pretty good hold on our Treasury Stock. Mr. Fisk, of Fisk & Robinson, is to be here on Thursday morning, the 22d, to make us a proposition.

-2-

By the way, Mr. Kellogg had planned for some time to go East at this time to place his daughter in school, so he couldn't very well wait for Mr. Hatchorn's return.

We have not heard anything further from Mr. Requa, excepting that he was detained in the negotiations of the Independents with the Associated. I understand that the terms of the agreement for the handling of our surplus have been arrived at, but that they were upset when they came to formulate the contract, so we don't know the outcome.

Mr. Potter is not yet ready for making iron, but reports that his work thus far is satisfactory.

The Lakeview still continues to flow at the rate of about 16,000 barrels per day, according to our reports. Several other large gushers have been struck in the past few weeks, and the field is being still further extended. We expect, however, that the head will come off pretty fast for there is only about 15 to 35 feet of oil bearing sand, and the consumption is simply enormous.

Although Union stocks are "off" they have not gone off as much in proportion as other popular stocks have done, both here and in the East. I am issuing a circular letter to the stockholders on my own responsibility, which will go out with this month's dividend. I thought it was necessary to prepare the minds of the stockholders for the proposed bond issue. Some of our friends have been urging that it would make them panicky.

-3-

The "Fundamentals" are producing greater results than I had even hoped for. Many thousands of letters have been written to the publishers commending them. Some of these declare that their hope has been re-established. Others say, "Goodbye doubts, forever!" One remarkable thing is that the clergy of the Church of England, many of them, express great surprise to find that there is any person among the Presbyterians and Congregationalists who is still standing for the old standards. Like Elijah, many of them seem to feel that they alone were standing for the old truths, and finding that there are many other loyal men gives them renewed courage. A letter just received from Dr. A. C. Dixon of Chicago, says: "I am certain that this work is of the Lord." The Secretary of the Testimony Publishing Company sent me three or four hundred letters to read while I was on my vacation. They were quite inspiring. He has lately sent me thirty-five letters received in one mail from Australia and New Zealand, and nearly all of them asked to have copies sent to friends who were engaged in Christian work, some of whom have been tainted with the Higher Criticism. The Secretary reports that his mailing list for volume #3 will require over 250,000 copies.

I have received a very interesting letter from Dr. Moffett, of Pyeng-Yang, Korea, a copy of which I enclose you. You will remember that we contributed to his printing press.

With love to Ella, and praying that she may know that perfect peace which comes from trust in the Lord, I am, as ever,

Yours affectionately,

✓

September 19, 1910

Dr. Samuel A. Moffett,
Madison, Indiana

Dear Doctor Moffett:

Your very welcome favor of August 19th came during my absence.

I am pleased to know the progress of your publication work, and am rejoiced to know that your Committee has taken up the translation of the Scofield Bible. With such Bible helps as it contains, and this made the standard Bible for Korea, I believe will make the Koreans the best Bible students in the world, and will greatly aid in the speedy evangelization of this people.

Reports from Korea are a real inspiration to the people at home, and I believe if the churches of America could be brought into closer touch with your work there, that it would result in a greatly increased interest in it, as well as in missions generally. You have struck the right line in depending upon God's Word as you do for the evangelization of those people. He has promised that His Word shall not return unto Him void, and He has certainly honored, and will continue to honor work done along the lines which you have adopted.

-2-

It is very encouraging to know that the men whom you are ordaining to the ministry in Korea "ring true" on the question of the inspiration of the Scriptures, etc. Our confidence rests with your native ministry rather than with the missionaries who may be sent to you from this country. Of course, many good and true men are being sent, but the Board does not discriminate, and under its rules declares that it cannot, and hence an infidel higher critic is as liable to be sent as a true teacher of the Word. Unless this evil can be corrected very soon, funds will be largely diverted from the support of our Board into other channels.

The giving of a house for Mr. and Mrs. Curtis has been presented to us before. We know that they are the kind of missionaries that you need, but we look at it in this way: Our means are somewhat limited, and we want to do as much as possible for your Korean work. The Board has already assumed responsibility for the support of Mr. and Mrs. Curtis, and it will have an abundance of funds through the work of the Laymen's Forward Missionary Movement to provide a home for them. The Board, we feel, is not in the fullest sympathy with the character of the work that is being done in Korea. Although funds were at the disposal of the Board for nearly a year and a half, and Dr. Underwood had selected several men on this coast who were satisfactory to him, the Board sent them elsewhere, and this fund was allowed to remain idle, hence we gave notice of the cancellation of the

-2-

pledge, to take effect August 15th. We have not been officially notified of any missionaries being appointed under this fund, but have learned unofficially that three young men had been favorably reported on. We believe that more can be accomplished by using the balance of these funds in the way of aiding Bible Training Schools, as the men whom you train will doubtless be safer teachers, as a rule, than those whom the Board may send, and the same amount of funds would also provide a larger amount of them.

Your kind wish that I might some time visit Korea is greatly appreciated, but I cannot anticipate such a pleasure as my relations to others are such that it would not be possible for me to undertake such a trip.

Praying for the Lord's richest blessing upon you and upon your co-workers in Korea, I am, as ever,

Yours very sincerely ,

210
432 ✓

September 19, 1910

Mr. Geo. A. Baskett,
22 West 30th Street,
New York

Dear Sir:

Please send me samples of cloths for a winter business suit. Something heavy and dark and with such finish as will not become glossy.

Yours truly,

189
September 19, 1910

Rev. W. B. Noble,
1323 Linwood Avenue,
Los Angeles, Cal.

Dear Dr. Noble:

Yours of August 18th came during my
absence.

While the work for the Indians is
one that appeals to me, I beg to say that I have
assumed obligations that will tax my resources
to the utmost, and hence I am obliged to say "No"
to this particular work which you have presented.

Yours very sincerely,

375
425
September 21st, 1910

John Willis Baer, LL.D.

President Occidental College,

Los Angeles, California

Dear Dr. Baer:

Yours of the 20th inst., at hand, and I regret exceedingly that my letter of the 19th has caused you such keen disappointment.

In explanation allow me to say that although when talking with you I am in the habit of seeing things through your eyes, I have no recollection of your presenting the matter of the Chair of Philosophy in such a way as to lead me to feel that I was encouraging you to think that I would continue in its support. To be candid with you, I have never felt happy in having contributed anything towards Professor Handley's salary while occupying that chair, and my understanding when you requested me to do so was that it was only for the balance of his year. My conviction has been growing deeper that, with my limited means, I should use them exclusively for Bible work. I intended to take up this matter with you some time ago so that there would be no possibility of a misunderstanding. You had told me that you were coming in to see me before going East, but you were so busy as not to be able to do so, and I was so busy that I neglected to write you about it, and the first of September came around before I was aware of it. My

-2-

suggestion in reference to it to Professor Bart was probably not sufficiently definite to make any impression on his mind. Besides, from what I have read in reference to philosophy as taught in our schools, I have serious misgivings as to whether it is beneficial to a student or otherwise. In fact, I am rather of the opinion that a Christian student is better off without it than with it. Of course, all educators would regard me as a bigot for holding such a narrow view, but I cannot help feeling as I do.

Now, is it not true that for some time past the Bible work of the College has been regarded as too heavy for one man? Even before Professor Handley came, Dr. Maxwell complained that it was too heavy for one man, and if I remember correctly, Prof. Handley was assisted in the Bible work by Professor Caskey. Is the amount of Bible teaching being reduced that you are planning now to have the work done by Professor Kellogg alone?

Another reason which has possibly influenced my mind somewhat is the fact that if my contribution were placed at the disposal of the Trustees their temptation would be to limit the Bible work, but if an ample fund is at their disposal for this purpose and not available for anything else, the Bible work would doubtless receive fuller consideration from them. I do not mean to reflect on the Trustees in making this statement, but I understand human nature somewhat.

As I have stated before, I believe that a great commercial-and-industrial-empire is to be built up on this Coast in the comparatively near future, if conditions continue normal.

-3-

and that it is of the utmost importance that strong spiritual foundations be laid, and these can only be laid substantially by having our young people thoroughly instructed in the Scriptures. Responsibility for this work has borne in on me to such an extent that I am putting my life's blood into it. We have a Bible Institute which, during the past year, has given thorough Bible instruction to over one thousand people every week, and large numbers have not only been established in the truth, but "thoroughly furnished unto every good work". It is doing a great work for the Lord, but in all these years I do not think that a Bible teacher from Occidental has ever given it any recognition. I am practically supporting the Bible work in both these institutions, and to say the least, the lack of interest in this work on the part of the Bible Department of Occidental is not encouraging, but I am hoping for better things. Please do not regard this as a complaint, but rather as a statement of somewhat discouraging facts.

Trusting that I have made my position clear to you, and praying that the Lord will guide and prosper you in the great work which you have undertaken in Occidental, I am, as ever,

Yours very sincerely,

201
411 112
September 21st, 1910

Mr. Giles Kellogg,

c/o Union Oil Co. of California,

17 Battery Place, New York

Dear Mr. Kellogg:

The enclosed copy of a letter just written to Mr. Hatchorn, together with copy of his cablegram to us under date of September 15th, will inform you as to the status of negotiations on the other side of the water to date.

I also enclose you two copies of a circular letter issued to our stockholders with the last dividend. I prepared this because of the fears on the part of some of our Directors that advertising a large bond issue would make the stockholders panicky, and thought that a notice in advance would prepare them for it.

I also enclose copy of a letter from Dr. Moffett, which I send you because of your interest in the Publication Fund to which he refers. You may have seen the original before leaving.

At the last meeting of our Session a committee to look up a suitable man for assistant pastor was appointed, consisting of Mr. McVay, yourself and myself, so it might be well for you to be on the lookout in your travels.

The Associated Negotiations are still in progress.

-2-

With regards to Mrs. Kellogg and to your daughter
and son, and trusting that you are having a restful and en-
joyable time, I am

Yours very sincerely,

377
404

September 21st, 1910

Mr. Milton Stewart,
Titusville, Pa.,

Dear Brother:

In writing you the other day I neglected to acknowledge yours of September 7th. My desk has been somewhat swamped of late.

I note what you say about the Ontario water plant, but W.B. has not yet been in to see me. I doubt our ability to get the Union Supply Company's bill cut down for the reason that we recognized them by allowing more goods to be purchased for the completion of the line. Am sorry that Mr. Beattie is not able to give close attention to business. I think I have not been there since you left, and am afraid I will not be able to go until after Mr. Watchorn's return.

I enclose receipts for the second installment on the following stock subscriptions:

Mrs. Dutton	\$150.00
Ella M. Stewart	975.00
Milton Stewart	\$7000.00

also receipt from Mrs. T.C. Rounds, \$75.00, for your share of Mr. Meyer's salary to October 1st.

Yours very sincerely,

376
437

September 21st, 1910

Mr. J. A. Beattie,
Upland, California

Dear Mr. Beattie:

Yours of the 20th inst. at hand. I noticed that the letter had gone without the check, but I enclose it herewith, with the fertilizer bills as follows:

Stewart Brothers, account #1	\$429.00
" " " #2	135.30
Stewart & Lawson	214.50
Lyman Stewart	1,009.02
Milton and Lyman Stewart	198.00
	<u>\$1,985.82</u>

Your explanation in reference to your plans for fertilizing is entirely satisfactory, but I had never fully understood it before. We, of course, must keep pace with the progress of the industry.

Yours very truly,

349
407
September 21, 1910

Mr. Robert Watchorn,

London and New York.

My dear Mr. Watchorn:

Your letters of September 8th and 9th to Mr. Kellogg, and your cablegrams of September 15th, 16th and 19th duly received.

You are making splendid progress and we feel very much encouraged, and believe that you are doing a great deal of good by not being in too much of a hurry. In fact, your proposition of the 19th would have been quite satisfactory a little while ago, but on September 16th we had a conference of our Directors, with the result that we cabled you as follows:

"Decline the proposition. Firm offer will be considered for \$1,000,000 immediate loan, \$5,000,000 unconvertible bonds of \$20,000,000 authorized 5% issue. Price as per your telegram Sept. 15th with the option of stock following 10,000 shares during next year 110, 10,000 second year 115, 30,000 third year 140. Fisk due here Sept. 22d. Kellogg New York September 21st."

At our conference on the 16th our Directors seemed alarmed lest the control get away from us, and hence our cablegram above quoted authorizing a firm offer for a lesser amount and limiting the amount to \$1.00 face value of stock for \$1.00 face value of the bonds sold. The reason for thus reducing the amount was because of the control being imperiled through the sale of so large an amount of stock as the option

-2-

called for, and further because of the Directors beginning to feel that our stock is intrinsically worth several hundred dollars per share, and that such large quantities of it should not be given away as a mere bonus for the sale of the bonds, hence our counter proposition for a reduced amount in unconvertible bonds and an option on stock for a like amount.

In response to ours of the 16th, we have your cable-gram under date of the 19th which (translated) reads as follows:

"Have received your telegram of 16th. Will you undertake not to sell more treasury stock or control before offering to London buyers. This appears to be equitable. I would strongly advise you to accede. Would greatly facilitate conclusion following transactions. If you authorize sale 5,000,000 and 2,500,000 bonds immediately and option 10,000,000 treasury stock, 33-1/2% during next year 110, 33-1/3% second year 115, 33-1/3% third year. Must have an immediate reply."

Mr. Orcutt is in San Francisco; Mr. Kellogg in New York; Mr. Staats is about starting for New York, and Mr. Earl is going out of the City for three or four days, so we cabled you yesterday morning as follows:

"Have received your letter of 9th. Have received your telegram of 16th. Directors scattered. Cannot confer with them until Mr. Fisk's arrival. Acceptance proposition endangers control. Can you get them to make firm offer for two-thirds amount stock and bonds (they) ask for, making option price average as per your telegram 16th. Prefer loan \$200,000 sterling to sale treasury stock. We will agree not to undertake to sell more treasury stock or control before offering London buyers."

This latter, of course, meaning that if they deal with us we would not sell treasury stock or control. We, of course, feel somewhat embarrassed in authorizing you to make firm offer in view of

-3-

agreeing to meet Mr. Fisk on his arrival Thursday morning, as it would not only be discourteous to make a firm offer before his coming, but might involve us in liability at least for his expenses in connection with his work in this matter.

On receipt of your cablegram of the 16th, reading as follows:

"Telegraph quantity, at what price can you sell and how soon can you ship refined petroleum London. Can make a desirable connection commission basis. A very desirable contract expires December 1, 1910. A large business should be done. Outlay limited to transport facilities."

the same was communicated to Mr. Solater, and we have just received his reply reading as follows:

"No refined oil available for shipment to England at present."

We are exceedingly anxious for you to succeed in these negotiations, and as stated, are very much pleased with the progress which you have made. We believe our folks will be ready to authorize you to accept a firm offer.

There is nothing of special importance to report from the field. Mr. Brown has just returned from the North and reports that the Lakeview is still producing between 16,000 and 17,000 barrels per day. They have had three inches of rain, but no damage was done to any of the reservoirs.

In view of the argument set forth by some of our Directors that the stockholders would become panicky if we advertised a 25,000,000 bond issue, and as they practically all of them advocate an increase in dividends, I thought it wise to

-4-

prepare their minds for the advertising of the bonds by issuing a circular letter, a couple of copies of which I enclose herewith.

Negotiations with the Associated are still pending, but no definite agreement has yet been reached.

The parties as described by you will be quite satisfactory to us as associates because of their having had experience in the oil industry.

Our outstanding stock on the first of the month was as follows:

Union	290,173 shares
Provident	142,242 "
United	80,751 "

The options and contracts outstanding will possibly run the Union's up to 300,000 shares, and should we give your parties options on 100,000 shares and they should close them, it would make the outstanding stock 400,000 shares; necessary to control, 200,000, so that parties holding 100,000 shares would have to purchase an additional 100,000 to secure the control, but if one-half were made in Provident, its issue would then be 192,242 shares; necessary to control, 96,121, thereby necessitating the purchase of only 46,121 shares in order to secure the control of the whole business, hence it would seem to give us better protection in giving options for large quantities to give them entirely in Union.

-5-

Trusting you will not become impatient at our inability to agree on the terms of the deal which you have proposed, and assuring you of our appreciation of the work you are doing, I am

Yours very sincerely,

President

Carbon copy of this letter mailed to
The Chelsea, New York.

-4-

prepare their minds for the advertising of the bonds by issuing a circular letter, a couple of copies of which I enclose herewith.

Negotiations with the Associated are still pending, but no definite agreement has yet been reached.

The parties as described by you will be quite satisfactory to us as associates because of their having had experience in the oil industry.

Our outstanding stock on the first of the month was as follows:

Union	290,173 shares
Provident	142,242 "
United	80,751 "

The options and contracts outstanding will possibly run the Union's up to 300,000 shares, and should we give your parties options on 100,000 shares and they should close them, it would make the outstanding stock 400,000 shares; necessary to control, 200,000, so that parties holding 100,000 shares would have to purchase an additional 100,000 to secure the control, but if one-half were made in Provident, its issue would then be 192,242 shares; necessary to control, 96,121, thereby necessitating the purchase of only 46,121 shares in order to secure the control of the whole business, hence it would seem to give us better protection in giving options for large quantities to give them entirely in Union.

-5-

Trusting you will not become impatient at our inability to agree on the terms of the deal which you have proposed, and assuring you of our appreciation of the work you are doing, I am

Yours very sincerely,

President

Carbon copy of this letter mailed to
The Chelsea, New York.

-5-

Trusting you will not become impatient at our inability to agree on the terms of the deal which you have proposed, and assuring you of our appreciation of the work you are doing, I am

Yours very sincerely,

President

Carbon copy of this letter mailed to
The Chelsea, New York.

✓
September 22, 1910

Mr. O. T. Johnson,
Los Angeles, Cal.

Dear Mr. Johnson:

This will introduce Rev. L. H. Jamison, Superintendent Sonora Union Gospel Mission, which is affiliated with the Bible Institute and is doing a great work among the neglected Spanish speaking people of our City.

I will esteem it a personal favor if you will give Mr. Jamison an audience and learn something of his work.

Yours very sincerely,

166
September 22, 1910

Mr. Robert E. Speer,
156 Fifth Avenue,
New York

Dear Mr. Speer:

Yours of the 16th inst., with enclosures, received. In reply beg to say that Dr. Underwood had written me directly in reference to his great evangelistic campaign for Seoul and I have made a contribution for it. It is certainly a wonderful work and deserves the hearty support of the home church.

The letters which you enclose I will pass along, as I think they are good missionary literature.

Yours very truly,

201

September 22, 1910

Mr. W. E. McVay,

c/o German-American Savings Bank,

Los Angeles, California

Dear Mr. McVay:

As Dr. Moffett's letter has interested you, I beg to enclose letter from Robert E. Speer, together with copies of correspondence in reference to Dr. Underwood's great evangelistic undertaking for Seoul. Dr. Underwood had previously written me about this, and we had made a contribution for it. This is good missionary literature. When through with it, will you kindly return to Rev. T. C. Horton, 262½ South Main Street?

Yours very sincerely,

107
September 23d, 1910

Rev. A. C. Gaebelin,
80 Second Street,
New York.

Dear brother Gaebelin:

Yours of the 17th inst. at hand. I am glad to hear from you and rejoice to know that the Lord is so abundantly blessing your work.

I am much pleased with the September number of "Our Hope", but have been too busy to read it all yet, but am looking forward with anticipation of pleasure and profit in doing so.

The reports which I have received from the Testimony Publishing Company are very encouraging. Many thousands of ministers and teachers have written expressing their great appreciation of the book, and have asked to have it sent to friends. Large numbers of those who have acknowledged had felt that they were standing alone and have seemed greatly surprised to find that there are strong men in other denominations who have not gone over to the enemy. Of course, large numbers of them will be destroyed, but loyal preachers and teachers will not only receive it gladly, but will be instructed and established

-2-

by it. Many of them are preaching sermons from its articles. Men who will not receive the truth from the printed page, will not go to a Bible conference.

Praying for the Lord's continued blessing on your work, I am

Yours very sincerely,

293

September 23d, 1910

Rev. T. C. Horton,

262½ South Main Street,

Los Angeles, Cal.

Dear Mr. Horton:

Enclosed herewith find correspondence with President John Willis Baer of Occidental College, which will explain itself. I will be pleased to have your counsel in the matter. Perhaps I have been rather drastic in my method of stating my position.

Also find enclosed copy of letter from Dr. Moffett.

Yours very sincerely,

✓
September 23d, 1910

Mrs. Margaret E. Hurlbut, Financial Secretary
The McKinley Industrial Home Society,
#711 New Hampshire Avenue,
Los Angeles, Cal.

Dear Madam:

Yours of the 20th inst., enclosing tickets for
a performance to be given September 30th, at the Auditor-
ium, received.

I return the same as I will not be able to use
them.

Yours very truly,

390
406

September 23d, 1910

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Your two letters of the 19th inst., just received. In reference to our subscriptions to Treasury Stock, there will be no way for us to avoid them except to pay them. Do not allow it to trouble you as we will be able to handle it in some way. Stock is pretty low, however, and it is possible we may have to suffer some loss in realizing on the stock. Everybody thus far, has I believe paid up.

We regret very much to learn that Ella continues to grow weaker, but are glad to learn that she does not seem to be suffering much.

Claremont matters: While there appeared to be a balance due the Claremont from the Union, the Union Well Supply was carrying the Claremont for a large amount, and we regarded the one as an offset to the other. It was Mr. Baker's attitude which caused the Claremont office to be moved to Los Angeles. This doesn't cut any figure one way or the other.

The Baker suit for Union stock under his employment agreement has never yet come to trial.

Mr. Baker has also brought suit against the Union for an accounting to the Newlove, which I have explained in my circular letter.

Mr. Fisk is here, but his proposition was not so good as one Mr. Watchorn had obtained, and which we have just cabled him

to accept. The purport of it is that reliable parties who are interested in the California Oilfields Company, Ltd., and are anti-Standard, as an evidence of good faith are willing to loan us immediately \$1,000,000 for one year at 6%, and if their examination (which they assume will take about four months) is satisfactory, they will take \$7,500,000 5% bonds at 90, and an option on \$10,000,000 treasury stock as follows:

33-1/3%	during next year at	110
33-1/3%	second year	115
33-1/3%	third year	140

and the Stewarts agree not to sell without giving these parties an option to buy.

Hoping to hear more favorable reports from Ella,
I am, as ever,

Yours affectionately,

404
442

September 24th, 1910

Mr. Milton Stewart,
Titusville, Pa.,

Dear brother Milton:

This is your birthday, but instead of congratulating you as usual, our hearts go out in loving sympathy because we know it will be a very sad and trying day to you. You have been permitted to reach two years beyond the deadline, and we trust and pray that the Lord will permit you to pass many more mile stones before your journey closes. The Psalmist tells us: "The days of our years are three score years and ten; and if by reason of strength they be four score, yet is their strength labor and sorrow; for it is soon out off and we fly away" (Ps. 90:10) So, even if we have many years given to us, the plain statement of Scripture is that they will be full of labor and sorrow. This we are already realizing in our experience.

Jennie has been writing us pretty regularly in reference to Ella's condition, and from her descriptions we realize that humanly speaking there no hope for her recovery, but our prayer has been that the Lord would deliver her from her delirium and allow her to be pointed faithfully to Christ as her Saviour, that she may be enabled to confess him, as per Romans 10: 9-10. If she can receive any message from me, I would ask that you tell her that we want to know that

-2-

she is trusting in Christ as her Saviour, and that she finds His grace sufficient in this time of suffering and weakness.

If Mr. Watchorn and Mr. Kellogg return in time, I would like to come and visit you.

All join in loving sympathy.

Yours very affectionately,

B 92 / 462
September 24th, 1910

Mr. Robert Watchorn,

123 Pall Mall, London
The Chelsea, New York

Dear Mr. Watchorn:

Mr. Fisk has been here a couple of days, but has not presented anything varying very materially from what you have stated. We called a counsel of the Directors for yesterday morning, and after analyzing Mr. Fisk's proposition with that presented by yourself, the Directors were unanimous in favor of acceptance of proposition as outlined in your cablegram of September 19th, and we cabled you as follows:

"Accept proposition as per your telegram 19th. Formulate contract and telegraph if any change. Are we to understand bonds are 90 net or 90 less \$25.00 per bond commission."

In the afternoon Mr. Staats came in feeling somewhat disturbed lest you might stipulate that the present outstanding bonds might have to be retired, which would give the holders an opportunity to "cinch" us. At his request I cabled you as follows:

"Will be very important in your negotiations that existing bonds continue without disturbance."

We trust that this was intelligible to you. We have this morning, in response, your cablegram, which translated, reads as follows:

"Have received your telegram of 23d (two). \$25. per bond commission refer to 200,000 pounds sterling loan. Bond is subject to agent's commission. Expect only a moderate commission including \$25. per bond. Consider

-2-

it very reasonable. It will be arranged on my return. Will be very careful in all dealings with buyers. Have retained competent counsel. (I) will give personal attention to all preliminaries. Contract will be closed Los Angeles; should not be made public."

I confess that I am not yet clear, from the translation of your cablegram, as to the commission, but that is a matter of no great importance now.

Fred advises that they slipped up on their former applications for a German patent on the carbureter, but his attorneys advise him that the new one which has just been allowed can be patented in Germany, and that will practically protect the carbureter with the latest improvements.

We are now anxiously counting the days in which we may expect your return. It is not only awfully lonesome here with you and Mr. Kellogg and Miss Crowell all away, but it is a little more business than I enjoy.

We have been praying earnestly that the Lord would not only give you wisdom and guide you in these negotiations, but that He would give you favor with the people with whom you were dealing, and we begin to feel that our prayers are answered.

Hoping to see you soon, I am, as ever,

Yours very sincerely,

198
September 24th, 1910

Mr. Fillmore Condit,
17 Battery Place,
New York

Dear Mr. Condit:

Our Miss L.M. Crowell, with her mother and sisters, are taking a trip through the East and I took the liberty of asking them to call at your office, not only to meet you, but to get a good view of New York Harbor. I do not know on what date they will be there. Possibly they may be so rushed as not to get there at all.

Yours very sincerely,

165

September 24, 1910

Rev. Louis Meyer,
The Westmoreland,
Mason Street,
Mt. Auburn,
Cincinnati, Ohio.

Dear Mr. Meyer:

Yours of the 2d inst., enclosing two copies of your very interesting review of your trip abroad, duly received. I have sent one copy to my brother, Milton Stewart, Titusville, Pa. I also received a group photograph of yourself and family, for which please accept my most hearty thanks. I appreciate your thoughtfulness in this matter very much.

My brother's wife is lying very low with Bright's disease at their home in Titusville, Pa. There is no hope of her recovery.

A line from our mutual friend, Mr. W.E. Blackstone, indicates that he is pushing his work there very vigorously, but I fear is not feeling very strong physically.

I note what you say in reference to colporters on immigrant ships. I should judge that they could be more readily reached after landing, when they would naturally be feeling somewhat homesick, and would consequently be in a more receptive mood.

Praying for the Lord's continued blessing on you and your work for Him, I am,

Yours very sincerely,

September 24th, 1910

James H. Adams & Company,
111-113 West Fourth Street,
Los Angeles, California

Gentlemen:

Enclosed find my check for \$150.00 for
interest due this date on my note.

Yours very truly,

406
428

September 26th, 1910

Mr. Milton Stewart,
Titusville, Pa.,

Dear Brother:

This morning finds us all well and everything moving along about as usual.

I enclose herewith a copy of Louis Meyer's report of his trip abroad, which may be of interest to you. You need not return it.

It will be necessary for us to have a Board meeting of the Union this week at Oleum, on Thursday, so that I will be out of the city for a couple of days.

The trend of the market seems to be downward, and Mr. Torrance is proposing a syndicate to take care of it. I may have to put up some stock for collateral for both of us, representing our interest in it. Trust you will approve.

Praying and trusting that you and Ella may be "kept" during these days of trial, I am,

Yours affectionately,

388
453

411 1/2

September 23, 1910

Mr. Giles Kellogg,
c/o Walter R. Bush,
31 Second Street,
Troy, N.Y.

Dear Mr. Kellogg:

Mr. Fisk has been here a couple of days. He brought a letter from Dunn, Fischer & Co., a copy of which I enclose herewith. His proposition did not differ very much from that stated by Mr. Watchorn. We called a counsel of the Directors yesterday morning, with the result that we sent Mr. Watchorn the following cablegrams:

1.
"Accept proposition as per your telegram 19th. Formulate contract and telegraph if any change. Are we to understand bonds are 90 net or 90 less \$25. per bond commission."
2.
"Will be very important in your negotiations that existing bonds continue without disturbance."

In response to which we have just received the following:

"Have received your telegram of 23d (two). \$25. per bond commissions refer to 200,000 pounds sterling loan. Bond is subject to agent's commission. Expect only a moderate commission including \$25 per bond. Consider it very reasonable. It will be arranged on my return. Will be very careful in all dealings with buyers. Have retained competent counsel. (I) will give personal attention to all preliminaries. Contract will be closed Los Angeles. Should not be made public."

Yours very truly,

406
428

September 26th, 1910

Mr. Milton Stewart,
Titusville, Pa.,

Dear Brother:

This morning finds us all well and everything moving along about as usual.

I enclose herewith a copy of Louis Meyer's report of his trip abroad, which may be of interest to you. You need not return it.

It will be necessary for us to have a Board meeting of the Union this week at Oleum, on Thursday, so that I will be out of the city for a couple of days.

The trend of the market seems to be downward, and Mr. Torrance is proposing a syndicate to take care of it. I may have to put up some stock for collateral for both of us, representing our interest in it. Trust you will approve.

Praying and trusting that you and Ella may be "kept" during these days of trial, I am,

Yours affectionately,

✓

September 27, 1910

Mrs. F. N. Fish.

General Delivery,

Los Angeles, Cal.

Dear Madam:

Yours of the 20th inst., was duly received, but owing to the pressure of other matters, I overlooked the fact that your time was so limited in Los Angeles, and am afraid that my reply will not reach you. However, it could have made no difference, as I am obliged, from necessity, to say "No" to your very earnest appeal for funds for your work, as the work which I have undertaken is taxing my resources to the utmost.

It has occurred to me that a letter similar to the one sent me, sent to Mr. O. T. Johnson, Orange Street, Los Angeles, and Mr. W. L. Green, Pasadena, might possibly bring you some help.

Yours very sincerely,

✓
September 27, 1910

Rev. M. C. Fenwick,
Hotel Manhattan,
New York

Dear Sir:

Yours of the 17th inst., duly received, and I am rejoiced to learn of the great work which the Lord has enabled you to do in Korea. I have been a good deal interested in the work of missions in Korea, and I feel, of course, highly complimented on being offered the privilege of partnership with you in your work, but I regret to say that my means are being severely taxed in taking care of the work which I have already undertaken, and hence I will be obliged to forego this great privilege.

Thanking you for giving me the opportunity to fellowship in your work, and praying for the Lord's continued blessing upon you and upon it, I am,

Yours very sincerely,

301
September 27, 1910

Rev. George William Carter,
66 Bible House,
New York

Dear Brother:

Yours of the 19th inst., is received. Am pleased to learn of the good work of your Society. I shall be pleased to hand your letter to the Los Angeles Bible House for such action as it may see its way clear to take in the matter of your inquiry.

The work of our Bible House has been limited practically to distribution in Spanish-speaking lands and in China. Its limited means not allowing it to publish in other languages, not even in English, excepting the gospels of Luke and John. Its work of free distribution is limited to one province in China, that of Hunan, and to aiding a Bible Training School under control of the China Inland Mission, but it has never published full copies of the Scriptures in any language, and full copies of the New Testament only in Spanish.

We are thankful for the work which you are doing, and pray for the Lord's blessing upon it.

Yours very sincerely,

✓

September 27, 1910

Rev. Marcus S. Bergmann,
Sans Souci,
South Benfleet,
Essex, Eng.

Dear Sir:

Your favor of the 14th inst., is at hand. I am rejoiced to know that so much has been accomplished in the translation of the Scriptures into the Yiddish dialects, and that such a comprehensive plan has been devised for putting these Scriptures into the hands of the Jewish people throughout the dispersion.

Personally I regret to say that my means are being taxed to the utmost to provide for engagements already made, and hence, for the present, I will not be able to have a part in this good work with you. Possibly, however, after the first of the new year, conditions may have changed sufficiently to admit of my doing something, if you should kindly advise me then as to the progress of your work.

Praying for the Lord's blessing upon you in your distribution of His Word among His ancient people, I am,

Yours very sincerely,

237
September 27, 1910

Messrs. James Clarke & Co., Publishers,

35 West Thirty-second Street,

New York City

Gentlemen:

Yours of the 21st inst., enclosing bill for two of the new volumes of the Century Dictionary, at hand.

I regret to say, an inquiry, that the books do not seem to have been delivered, as I can get no trace of them. Could you have your agent who handled the matter give full particulars as to where, and to whom the books were delivered, and oblige.

Yours very truly,

109
444
September 27th, 1910

Mr. E. C. Sterling,
Redlands, Cal.

Dear Mr. Sterling:

Yours of the 26th inst., at hand, and I am pleased to hear from you so fully in reference to Mr. Nelles' proposition. I was very sorry not to be able to see you the morning you called so as to discuss this matter with you orally, but we were having a conference of the Directors on a very important matter and I could not leave it even for a few minutes.

Your plan for dealing with Mr. Nelles, as outlined, seems to be a fair one, and my impression is that it will appeal to Mr. Nelles, for as I understand it, he don't require any money beyond the first payment (as I remember, \$5000.00) until we are satisfied that the gas producer is all that they claim for it.

As I understand, the Nix-Frost producer has made good at the Peerless and Deerfield, but I think settlements have not yet been obtained for either of the plants. The Deerfield people, however, are so well pleased that they want to figure for another 500 H.P. plant. For your fuller information I beg to quote from Mr. Merrill's letter of September 19th, as follows:

"During the test run the plant was operated continuously 191½ hours (just ½ hour short of 8 days) The requirement was for 7 days of 24 hours each. The fuel guarantee was a consumption of 50 gals. of crude oil for 400 H.P. an hour. Picking out the three best days they averaged 49.92 gals. which more than meets the guarantee, while taking the best 7 days they averaged 52.16 or a little more than 2 bbls. too. Each consumption

-2-

per 24 hours run. Both Horton and the Buckeye men are positive they can lower the fuel consumption to even less than the guarantee, but unfortunately, the pumping season closed last Monday and there can be no more trials until next Spring. If the Company adds more wells and another 500 H.P. unit, the same number of men and the same auxiliaries would operate the plant, thereby cutting down the cost per H.P. very considerably, for the auxiliaries take 100 H.P. to operate them alone.

Mr. Horton is the right man for this work. His integrity has impressed everyone here, and won back for the Western Gas Engine Co., the reputation that stood in light esteem. His tenacity and excellent judgment, and a certain diplomatic way, has stood us in good stead. In the early Spring, whenever the pumping plant would fall down in its work, everybody condemned the Producer, and of course the Buckeye men all claimed their engine was absolutely correct and hence the fault must be in the Producer. Horton stoutly maintained that the gas was all right and the engine at fault. He and I wrote several letters and also wired them several times, but "they had no man to send." Finally Horton went to Salem, showed them where the engine was faulty and finally convinced them. They then sent their Chief Designing Engineer and another man out and corrected the faults with the result that the plant is now capable of making continuous runs successfully.

Mr. Horton has been so highly spoken of by Mr. Weeks, Vice Pres. & Manager of the Buckeye Co. whom I recently saw in Los Angeles, and by so many other prominent men who have observed him that I feel that we cannot afford to lose him. I told him today, that, while I could not say what our Directors might do about the matter, yet I intend to suggest to them that some stock be set aside for him to be paid for by the dividends. Will write when I know more about the settlement."

Mr. Merrill is still absent, and I presume will be for a week or two longer, as he was delayed some time in Kansas at the Deerfield plant, and he had to go to Chicago before returning.

Personally, I am too busy to intelligently consider Mr. Nelles' proposition, but will be quite satisfied to join in such an arrangement as you may be able to negotiate.

Thanking you for writing so fully, and trusting that you will be able to consummate a satisfactory deal with Mr. Nelles,
I am,

Yours very sincerely,

✓
September 27, 1910

Mr. Daniel Dull,
343 West 45th St.,
New York City

My dear Mr. Dull:

On my return from a six weeks' absence, I was very much surprised to find your favor of August 5th, my surprise being occasioned from the fact that I had heard that you were dead. I am very glad that the report of your death was not true.

Your description of the oil property north of California is of such a character as to rather interest me, and if not too late, would be glad to receive fuller information in reference to it.

Through the Lord's blessing, the business of the Union Oil Company has grown to somewhat large proportions, and also through blessing from the same source, my health has been good for the past sixteen years.

Trusting that I may have the pleasure of hearing from you again and learning more fully of your welfare, both as to this life and to the life to come, I am,

Yours very sincerely,

✓
September 28, 1910

Mr. Geo. A. Watson, Cashier,
California Industrial Co.,
4th & Mateo Streets,
Los Angeles, Cal.

Dear Sir:

Enclosed herewith find my check for \$100.00,
covering call for funds for the Syndicate's work in
connection with the Potter furnace.

Yours very truly,

355
434
September 28th, 1910

Mr. C. E. Gamsby,
Upland, Cal.

Dear Sir:

Enclosed find my check for \$240.00 to cover expenses of the orchard for September.

I have not been able to visit you during the summer, and will be glad to have some report from you as to the prospects for your orange crop.

Yours very truly,

55
September 28th, 1910

Mr. J. H. Joliffe,
Ontario, Cal.

Dear Sir:

Yours of the 27th inst., at hand. My purpose in instructing Mr. Edwards as I did in reference to Colonel Paul's wall was to have legal notice served on him before building it, but as I understand the wall has now been built, it is now too late to take such action, so it strikes me that the only thing for us to do is to wait and see the effect of this wall in throwing back the storm water on our orchard. If I am in error in my conclusions, I trust that you will correct me.

Yours very truly,

311

September 28, 1910

Stewart Citrus Association,
Upland, California

Gentlemen:

Will you please tell me what chemicals to use
and in what proportion, and in what amounts, for fumigat-
ing the citrus trees on my home place? Can you tell me
where to obtain the chemicals?

Yours very truly,

Enclosed find my check for \$487.27, as per your bills
of the 19th and 20th insts.

385
September 30, 1910

John Willis Baer, LL.D.,

President Occidental College,

Los Angeles, California

Dear Doctor Baer:

As per your suggestion in yours of the 22d inst., I have conferred with Mr. Horton and, as the result of his advice, I will pay the additional \$500.00 this year and enclose my check herewith for \$125.00 to round out the first quarter. This I do because I may have unwittingly, through my silence, allowed you to believe that I was willing to have the funds which I pledged towards direct Bible work diverted to the support of the Chair of Philosophy, as had been done in the case of Prof. Handley while he occupied that chair, but which I understood and intended to be for only that year. In allowing this for this year it is with the distinct understanding that it is only for this year, and that hereafter my regular pledges to the work of Occidental will be exclusively for Bible work.

I note from the emphasis you place on the importance of having a man like Dr. Burt in the Department of Philosophy, that you recognize that there is an element of danger in it. In the last talk that I had with the late Horace Cleland, he told me that the first year in Princeton, the teaching was such as to pretty well undermine the faith of the students. Then in the second and third years, the teaching was designed to re-

-2-

establish them. Now, in view of the fact that a student might drop out at the end of the first year, it must be evident that such a course is simply devilish, and that the only safe course is, if there is occasion to give a taste of poison, to have the antidote administered immediately.

I, of course, have great confidence in Dr. Burt, judging from what you have told me about him, and my objection to contributing to the support of the Department of Philosophy should not be interpreted as any reflection on him. But, as the result of what I have read about Twentieth Century Philosophy in the magazines and other publications, and from what Horace Cleland told me of its effect on the minds of the students in that institution of which Presbyterians usually speak with pride, I cannot conscientiously allow any of the funds which the Lord has entrusted to me to be diverted from the distinct work of definite Bible instruction.

I learn with surprise and grief that Highland Park is placarded with hand-bills advertising a vaudeville and minstrel show for the benefit of the Y.M.C.A. of Occidental College. Now, as not all of the students, nor all of the friends of Occidental College approve of this class of entertainments, why is a standard which their consciences cannot approve introduced? In our Fishermen's Club of the Bible Institute, the names of 250 young men are enrolled. Would not you and the loyal Christian people of our community feel shocked, -and justly so- if it should resort to a similar practice? And, if so, why?

-3-

Is there any valid reason why the students in a Christian College may adopt a lower standard than those of a Bible Training School?

Trusting that Occidental may continue to prosper, and praying that the Lord will give you wisdom and grace for your work for Him, I am, as ever,

Yours very sincerely,
