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Fall 10-1-1910

Outgoing Letters, 10/01/1910-12/30/1910

Lyman Stewart

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412
435

October 1st, 1910

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Yours of the 24th of September, enclosing certificate for 5000 shares of MacFarland Shirt Company stock, received just before I started for Oleum and San Francisco. The certificate for Shirt Company stock having been endorsed to you and you holding the original, your name would not appear on their books as a stockholder, although Don, in his statements to tone up his credit, may have stated that you were, assuming that you owned these 5000 shares. Under the circumstances I do not think that any liability can accrue to you by your holding it as collateral. I will hold this certificate subject to your instructions.

The three MacFarland boys returned a couple of weeks ago from a hunting expedition up in Oregon. I understand Don is having another attack of diabetes and is in the hospital, but I have not heard from him for some days.

There is a good deal of excitement in the City this morning, caused by the blowing up of the "Times" building at one o'clock this morning. A large number of the employees were killed or injured. It is supposed to be the work of strikers.

There is nothing new in the general situation. Mr. Watchorn is still in London, engaged in arranging the details of the contract for the sale of seven and a half million bonds.

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Our folks are all in usual health, and the inquiry every time I go home is, "Have you heard from Milton?" and when a telegram comes we feel almost afraid to open it lest it tells of Ella's passing away. Even though we may be looking for the departure of a friend, when death comes it comes with a terrible shock, and we pray that you may both know the Lord's grace sufficient, and that "as your day, so shall your strength be."

Yours affectionately,

↓
480
October 1, 1910

Mr. S. C. Wing,
#5341 Pasadena Avenue,
Los Angeles, Cal.

Dear Mr. Wing:

Yours of the 30th ult., at hand. In reply beg to say that I would strongly advise your protecting your holdings in the Western Gas Engine Company by paying your assessment. The former management practically wrecked the Company, and the Directors have sought to save it. I have made large advances personally, at considerable sacrifice, in order to protect the interests of the stockholders, and judging from the present outlook, the stock will become valuable.

This one assessment, however, will not put the Company on its feet, but it will help to get it established. If the large gas producer plants that have been sold are settled for, they will doubtless be able to run along without further assessments, at least for some time, but if these settlements should be dragged along, it is possible that another assessment may become necessary.

The engines made by the Company have a good reputation, and the gas producer, if perfected, would be a source of considerable revenue.

Personally, I am not only paying my assessment, but I am advancing money to the Company.

Yours very truly,

October 1, 1917

Dear Sir: In reply to your letter of the 27th inst. regarding your holdings in the Company, I am glad to hear of your assessment. The Board of Directors and the Directors were very glad to hear of your assessment personally, as they are very anxious to protect the interests of the Company. In the event of a liquidation, the stock will

be sold and the proceeds put to the use of the Company. If the large amount of stock is sold, the proceeds will be used for the benefit of the Company.

↓
480
October 1, 1910

Mr. S. C. Wing,
#5341 Pasadena Avenue,
Los Angeles, Cal.

Dear Mr. Wing:

Yours of the 30th ult., at hand. In reply beg to say that I would strongly advise your protecting your holdings in the Western Gas Engine Company by paying your assessment. The former management practically wrecked the Company, and the Directors have sought to save it. I have made large advances personally, at considerable sacrifice, in order to protect the interests of the stockholders, and judging from the present outlook, the stock will become valuable.

This one assessment, however, will not put the Company on its feet, but it will help to get it established. If the large gas producer plants that have been sold are settled for, they will doubtless be able to run along without further assessments, at least for some time, but if these settlements should be dragged along, it is possible that another assessment may become necessary.

The engines made by the Company have a good reputation, and the gas producer, if perfected, would be a source of considerable revenue.

Personally, I am not only paying my assessment, but I am advancing money to the Company.

Yours very truly,

2/83
491

October 1st, 1910

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

Dear Sir:

I return, under separate cover, samples of cloths
which you sent me.

My first choice is	sample #20249
My second choice	" 3464
My third "	" 2812

Yours very truly,

October 3d, 1910

Mrs. A. W. Irvine,
Bairdstown, Cal.

Dear Madam:

Yours of the 30th ult. at hand. I am pleased to learn of the progress of your little church, but regret to say that my pledges for benevolent objects will absorb my resources for many months to come, and hence I will not be able to make any contribution to the object named, at present.

Yours very sincerely,

422

478

October 2d, 1910

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

Dear Sir:

Yours of the 1st inst., at hand. Am pleased to learn that the prospects for a good orange crop are so favorable.

Miss Crowell, my bookkeeper, is absent and will not return for some three weeks, so that the accounts cannot be written up for the year until after her return.

I will be pleased to secure the ten shares of Union Provident stock for you.

Yours very truly,

434/12

11/2
October 24, 1910

Mr. A. C. Burkholder,
Upland, Cal.

Dear Sir:

Yours of the 1st inst., at hand. Enclosed find my check for \$325.00 to cover expenses for September.

Will be pleased to have a report from you as to the condition of your orchards, prospects for the coming crop, etc.

Yours very truly,

H 28
459

October 3d, 1910

Mr. Milton Stewart,
Titusville, Pa.,

Dear Brother;

Yours of the 29th ult., just at hand. Ada has talked with Nannie this afternoon over the 'phone, and she says that Don is better and is home again.

In reference to Don's demands for financial help, would suggest that you write Arthur and ask him to have Don's affairs thoroughly investigated with reference to closing out his business. Don is not able to look after it and leaves it in the hands of employees, and he doesn't know whether he is getting a square deal, or not, and it is impossible for a sick man to build up a business in the face of the competition which he has to meet.

When you put up for Don a year ago, as nearly as I could learn from him, the amount which you advanced practically paid his outstanding liabilities, and the total amount you advanced was practically equal to his entire assets, so to the extent that he is now in debt, it would look as though he was that far behind on the year's business. It looks to me a good deal as though Don's commercial agency report on him three or four years ago, that it would be cheaper for his relatives to pension him than to undertake to keep him going in business, was about right.

-2-

As to Arthur's real estate business, allow me to suggest that he is getting a pretty large investment, and if he had to do his financing here at home, it would tend to make him more conservative. Money is very close, and the general impression is that next year will be worse, and the year after (which is the Presidential year) a very hard one, and conservative men are beginning to draw in. The danger is, when a man has money to make cash payments, that he will load up with a lot of stuff which will swamp him in time of stringency, so I would suggest that Arthur be required to do his financing independently of you.

Your dividends were deposited to your credit in the Farmers & Merchants Bank, as usual. Enclosed find deposit slip for same which Mr. McPeak has just handed me.

There has been a good deal of excitement here through the wrecking of the "Times" plant, of which you have doubtless been fully advised. The shops, etc., are generally running along as usual, still the Union's claim there is a strike on, but were it not for the fuss they are making, the public would practically not be aware of it.

We feel relieved in hearing that Ella still lives. While there is life there is hope, and "with God all things are possible."

Yours very sincerely,

391

448

October 4th, 1910

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

Dear Sir:

On September 28th I wrote you asking for formula for fumigating the citrus trees on my home place. Not having received a reply, I write again to ascertain the amounts, etc. I have learned where the chemicals are to be obtained, but do not know the correct amounts to use. Your reply by return mail will greatly oblige.

Yours very truly,

✓
October 4th, 1910

Mr. Charles S. Brown,
c/o German-American Savings Bank,
Los Angeles, Cal.

Dear Sir:

Replying to yours of the 3d inst., beg to say that I
am not prepared at present to purchase any more stock in the
Western Gas Engine Company.

Yours very truly,

367

October 4th, 1910

Mr. W. G. Hughes,
Glide, Douglas Co., Oregon.

Dear Mr. Hughes:

Yours of the 30th ult., at hand. I note what you say about the Mercantile National Bank desiring to be appointed Trustee for bonds, but as we are practically committed on this matter, we will not be able to hold out any encouragement to the Mercantile Company. It is too late to investigate their proposition.

Adams & Company and Staats Company, together with some of our leading stockholders, are proposing a little syndicate to protect the market. There is considerable money awaiting investment, some of it in the hopes that Union is going lower and they will then be able to pick it up cheap, but if they see the market growing firmer, they would be likely to invest at present quotations, or even higher. This you will, of course, regard as strictly confidential. In case you see the market growing a little stronger, please do not subject it to any strain by putting any considerable amount of stock on the market. Several of us, like yourself, need to realize to some extent to meet the payments on our stock subscriptions.

Confidentially, Mr. Watchorn has closed a deal with satisfactory parties in London for the sale of \$7,500,000. of our bonds, subject, of course, to thorough investigation of

-2-

of the properties, etc., which they estimate will require four months time. Mr. Watchorn has cabled us not to publish this, so you will please regard it as strictly confidential.

The Lakeview gusher is reported as still doing about 16,000 barrels per day. There is nothing of special interest to report from the field.

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

Yours very sincerely,

2/32
449

October 5th, 1910

Mr. E. T. Earl,
Central Building,
Los Angeles, Cal.

Dear Mr. Earl:

This will introduce my friends Dr. H. W. Gilchrist of San Jose, Dr. H. K. Sanborn of Oakland, and Mr. A. S. Johnson of San Francisco.

These gentlemen have undertaken a great work for our Coast, - one which will doubtless have much to do with the future spiritual welfare of our State. I will esteem it a personal favor, therefore, if you will not only give them a patient hearing, but also put them in touch with others who might esteem it a privilege to have a part in such an important enterprise.

Yours very sincerely,

201

October 5th, 1910

Mr. W. L. Green,
Pasadena, Cal.

Dear Mr. Green:

This will introduce my friends Dr. H.W. Gilchrist of San Jose, Dr. H.K. Sanborn of Oakland, and Mr. A.S. Johnson of San Francisco.

These gentlemen have undertaken a great work for our Coast, - one which will doubtless have much to do with the future spiritual welfare of our State. I will esteem it a personal favor, therefore, if you will not only give them a patient hearing, but also put them in touch with others who might esteem it a privilege to have a part in such an important enterprise.

Yours very sincerely,

300

488

October 5th, 1910

Mr. James Edwards,
Upland, Cal.

Dear Sir:

Enclosed find check for \$100.00, as per your request, to cover September expenses.

Would be pleased to hear from you as to the condition of your orchard, and the prospects for the coming crop.

Yours very truly,

418
470

October 6th, 1910

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

Dear Mr. Sterling:

Yours of the 5th inst., at hand. I have called up Mr. Crosby, Secretary of the Western Gas Engine Company, explaining your suggestion. He says that it will be absolutely necessary to go through with the assessment because there are a number of pressing claims that must be settled. He says that Mr. Merrill writes him that instead of collecting \$17,000. from the Deerfield plant, they are making claims and charges that will reduce the amount to \$5,000. or \$6,000.

Since the assessment was levied, Mr. Earl and I have advanced \$10,000. to the Gas Engine Company, and still they are short.

Regretting that finances are not in a more encouraging condition, I am,

Yours very sincerely,

98
—
483

October 6th, 1910

Western Gas Engine Company.

Los Angeles, Cal.

Gentlemen:

Enclosed herewith find check of Milton Stewart
for \$625.00, to cover his assessment on 62½ shares.

Yours very truly,

✓
October 3th, 1910

Mr. C. B. Barnes, Vice-President
California National Supply Co.,
147 N. Los Angeles St.,
Los Angeles, Cal.

Dear Sir:

Yours of the 7th inst., at hand. In reply beg to say that though a stockholder in the Western Gas Engine Company, I have not been in close touch with its affairs, and have only heard of Mr. Thompson's incident with the auto and negro lad incidentally. Mr. Thompson wrote me in reference to it some time since, and I referred his letter to Mr. S. I. Merrill, the President of the Company, for his consideration, and I would have to refer you to the same source for definite information in reference to the matter.

Yours very truly,

October 8th, 1910

National Bank of California,
Los Angeles, California

Gentlemen:

Will you kindly send me a memorandum of the balance of the payment due on my note on the 21st inst., crediting the usual rate of dividend for October? and oblige,

Yours very truly,

437
450

October 8th, 1910

Mr. J. A. Beattie, Manager
Stewart Citrus Association,
Upland, California

Dear Sir:

Your statements under date of October 7th, with bills attached, at hand. Enclosed find my check for \$1022.07 to cover the amount of same. The bills are returned herewith to be receipted.

Yours very truly,

✓ Bell
 ✓ Staats
 441 Earl
 ✓ Torrance
 ✓ Garbutt

Personal and
Confidential

October 8th, 1910

Mr. Frank C. Bolt,
 C/o San Gabriel Valley Bank,
 Pasadena, Cal.

Dear Mr. Bolt:

You will have received a notice from our Assistant Secretary calling for a conference of the Directors on morning at 11.00 Monday ~~afternoon at 5:30~~ o'clock. The purpose of this conference is to consider the time for beginning the suggested increase in our dividends. We had thought it would be wise to defer this until after the first of the year, but are afraid that unless we can make positive announcement of the date, and make it pretty early, that a number of our stockholders are going to suffer, and as a result some of them may default on the next installment of their stock subscription, due November 1st, which, in turn, would be embarrassing to our Company.

Please give this matter very careful thought, so that if should be decided to be wise, this increase may be begun with the present dividend, the writing of the checks for which should be begun at once.

Yours very truly,

Above letter sent to Messrs. Staats, Earl, Torrance and Garbutt.

President

448

486

October 11, 1910

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

Dear Sir:

After talking with you over the 'phone yesterday, our San Francisco parties called me up wanting a meeting this morning. As this is the regular day for our Executive Committee meeting, I was obliged to call off my appointment with you for today in Upland. I am trying to get you on the 'phone so as to advise you. I may possibly be able to get over on Friday of this week.

I return herewith Mr. Leon Parker's letter of October 1st. I think it would be better to continue to have his bills O.K'd by your office, as otherwise there will be no check at all on them.

Yours very truly,

October 11, 1910

Mr. Leon Parker,
Ontario, Cal.,

Dear Sir:

Enclosed find my check herewith for \$64.25, covering the amount of your expense bills for August and September.

I think it better to continue having your bills O.K'd by the Stewart Citrus Association, as in the past, as I am not at all in touch with the work.

Yours very truly,

October 12, 1910

Mr. Wm. M. Fitzhugh,
Broom Hotel,
Ogden, Utah

Dear Mr. Fitzhugh:

Yours of the 6th inst., duly received. Mr. Orcutt is out of the City but we expect him back in a day or two, and on his return I will endeavor to have him go with you and look over your properties.

As you do not give any address, I am assuming that the "Broom Hotel, Ogden" is your stopping place, but we are also sending a copy of this letter to your home. Kindly advise where we may reach you promptly, and also if it will not be worth while for Mr. Orcutt to come, as we are aware that some time has elapsed since you took this matter up with us.

Thanking you for the information contained in your letter, and for your kind consideration in giving us the opportunity to join with you, I am,

Yours very sincerely,

411 1/2

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October 13th, 1910

Mr. Giles Kellogg,
31 Second Street,
Troy, N.Y.

Dear Mr. Kellogg:

At our meeting on Monday it was decided to increase the dividends 20%, commencing with November, and the effect of this announcement has caused a great rush to buy stock, with the result that the market has advanced to \$108.00, but I understand has dropped off somewhat again.

A statement from the National Bank of California shows that there will be a balance of \$12,540.72 due on our \$20,000.00 payment October 21st.

The Asiatic Petroleum Company, which has been supplying the Standard for several years with gasoline from Sumatra, is now in the anti-Standard fight and we are negotiating with them for a cargo of gasoline, and for the agency for handling their goods on this coast. If we secure this, it will enable us to largely extend the markets for our refinery products, as we have been long on kerosene and short on gasoline.

For your information we ~~sent~~ you below copies of the cable correspondence had with Mr. Watchorn since our last report. We regret to find that his last cablegram is somewhat discouraging. The first part of our cablegram of the 12th was dictated by Mr. Earl, and the balance by Mr. Torrance. Mr. Torrance wanted to

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say that we believed that the market would be so and so. I objected, and so we substituted his name, which makes it merely a matter of his opinion.

(Cablegram from Mr. Watchorn Sept. 21/10)

Have received your telegram of 20th September. Have conferred with principals, a firm of undoubted ability, today. We can close immediately 5,000,000 of authorized issue \$20,000,000 first mortgage 5% gold bonds for a term of twenty-five years, net \$90, redeemable 5% per annum after five years, 2 1/4% discount above par. Company can call bonds 105 and option on two-thirds of \$10,000,000 treasury stock three years; price one hundred and twenty, subject to a commission. Loan will be made immediately 200,000 pounds sterling, nine years, 6%. Is subject to 5,000 pounds sterling expense examination, 5,000 pounds sterling will be returned conditional upon report. Examination will require about four months. Control not endangered. You agree not to sell more treasury stock or control before offering London buyers. His is final by a firm of undoubted ability. I would strongly advise acceptance or if you prefer we can close as per our telegram 19th, September 19th.

(Cablegram to Mr. Watchorn, Sept. 23/10)

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.

(Cablegram from Mr. Watchorn, Sept. 24/10)

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 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.

(Cablegram to Mr. Watchorn, Sept. 26/10)

Attorney advises special meeting Oleum Thursday 11 A.M. relative bonds. Have you any suggestion to offer?

(Cablegram from Mr. Watchorn, Sept. 27/10)

Have received your telegram of 26th. Oleum, Action is advisable/

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(Cablegram from Mr. Watchorn Sept. 29/10)

Attorney on both sides are completing legal preliminaries. Will require few days. Will cable immediately when a conclusion has been arrived at. In the meantime prepare everything for buyers Los Angeles attorney relation(s) note(s) \$1,000,000 loan. Buyers will name Los Angeles attorney and bank in a day or two. I have named Lee-Andrews our attorney.

(Cablegram to Mr. Watchorn Oct. 4/10)

Have received your telegram of the 29th. Telegraph full particulars. What security must we give \$1,000,000 loan.

(Cablegram from Mr. Watchorn Oct. 5/10)

Have received your telegram of 4th. Will accept note provided it is endorsed by Petroleum. Will not require additional security. Arrangement in accordance with their request. Settle with attorney, negotiating under very trying circumstances. Fully expect we can close during this week. Will advise by telegraph when we conclude.

(Cablegram from Mr. Watchorn Oct. 5/10)

After the meeting legal advisers today the following final Have opened negotiations with terms submitted; examination four months, first payment two months later, second payment June first, final payment August first; all payments may be made much earlier, time given maximum. London committee of management at our cost not to exceed \$10,000 each year; two directors, Los Angeles Petroleum name(s) member London committee of management. Existing bonds covered by trustee holding(s) equal amount authorized issue; as existing bonds mature an equal amount authorized issue will be released by trustee, for immediate use. Expense(s) London committee of management altogether unexpected, but may prove money well invested. Must accept or refuse 12 noon Thursday, October 6th. Telegraph quickly.

(Cablegram to Mr. Watchorn Oct. 5/10)

1. In reply to your telegram of 5th; if London committee means representation located there, think London syndicate should pay expenses.
2. Further in reply to your telegram of 5th, authority given to close contract at your discretion.

(Cablegram from Mr. Watchorn Oct. 7/10)

Sailing postponed October 15th. There is a probability of attorney concluding October 10th. Delay is unavoidable.

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(Cablegram to Mr. Watchorn Oct. 7/10)

Understand your negotiations are outlined in your telegram September 19th. Are we correct?

(Cablegram from Mr. Watchorn, Oct. 8/10)

Have received your telegram of 7th. Your understanding is correct. A serious disagreement was developed October 6th. I decided to withdraw and to leave by Lusitania sailing October 8th. At the last moment was notified by agent they will yield point involved, in view of which our attorney advised wait a few days, therefore cancelled sailing one week. Will close or withdraw finally during next week unless you instruct different.

(Cablegram to Mr. Watchorn, Oct. 8/10)

You have done well. Appreciate difficulty. If possible dont allow interruption negotiations by such demand as per your telegram 5th, but make such concession your judgment will approve.

(Cablegram from Mr. Watchorn, Oct. 9/10)

Have received your telegram of 8th. Will do as you suggest but must and will require contract will be made definite clear must avoid future difficulty, would be too dangerous to omit definite terms; difficulty has resulted from new demand. Was not included, refer to our telegram of 5th.

(Cablegram from Mr. Watchorn Oct. 11/10)

Following new stipulation in addition to \$10,000 for directors possible, \$10,000 for London branch office 1% subject to a commission 1% stamp duty on bonds, also we must deposit 5,000 pounds sterling before loan \$1,000,000. If loan cannot be made 5,000 pounds sterling our risk, syndicate apparently are not anxious to proceed, presumably owing to newspaper reports alleging an undesirable situation petroleum, California syndicate use that condition as a means to force us (to) terms as now proposed. If we yield, further demand almost certain will be made. In our best judgment impossible to recommend a continuance of negotiations. Advise by telegraph at the earliest opportunity what are your wishes in the matter. I regret the disappointment very much.

(Cablegram to Mr. Watchorn Oct. 12/10)

Your telegram of 11th received. Directors agree that you are doing well. Do not be discouraged; take plenty of time. Suggested condition is not unreasonable, if you believe parties acting in good faith, we authorize you to make a further concession stated if necessary. Would suggest before make a concession commit them to make no further demand. In any event we should have copy

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report expert examiners. Condition California crude oil industry improving rapidly and prospects are favorable exceedingly. Crude oil prices advancing. Our earnings increasing and will increase rapidly henceforth. Associated terms of contract are favorable. Present condition satisfactory and has been greatly improved upon since your departure. Union stock quoted at 108. Torrance predicts unless money market becomes stringent will advance 115 or 120.

With kind regards to Mrs. Kellogg, and wishing you a safe and pleasant journey home, I am,

Yours very sincerely,

P.S. The following cablegram has just been received from Mr. Watchorn:

Have received your telegram of 12th. Parties have changed terms too often which in effect is a violation of good faith, thereby forcing me to distrust them. We cannot with safety accept the terms now demanded. I will certainly withdraw (unless) they will accept what has been agreed upon as per our telegram September 19th and \$20,000 as per our telegram 11th, otherwise responsibility rests entirely with board of directors. If you will instruct me to withdraw I believe a dangerous course will be avoided. The satisfactory conditions relation California crude oil as per your telegram 12th will improve our financial opportunity New York free from dangerous condition involved here. Please authorize me to sail on or before October 15th.

to which we have replied in substance as follows:

You will please sail on or before October 15th, unless in your judgment you deem it wise to remain.

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October 14, 1910

Mr. W. L. Stewart,

O f f i c e

Dear Sir:

The National Bank of California advise us that there will be \$12,540.72 due on our \$20,000. payment which matures October 21st. Your one-fourth of this is \$3,135.18. Will be pleased to have you give me your check for your proportion on or before that date, as I am short the necessary funds to provide for it.

Yours very truly,

43
 489

October 14th, 1910

Mr. Milton Stewart,
 Titusville, Pa.

Dear Brother:

It is said that "no news is good news", and as we have not heard from you for some days, we assume that Ella's condition has improved, and sincerely trust that our conclusions may be verified when we hear from you.

On the 10th inst., the Directors decided to increase the dividends November 20th, 20%. That is, instead of 50¢ per share, 60¢ per share, or 7.2% per annum instead of 6%. The news was published immediately, and the market went up that afternoon from 99 to 103, and the next day touched 108, but a good many have been obliged to realize, and the price has sagged back to 106 yesterday and 104 today, but we look for a stronger market. I sold for you from your certificate A-4119; - 70 shares:

20 @ 105-8/8, less commission	2,107.00
40 @ 106 " "	4,218.80
10 @ 105-7/8 " "	<u>1,053.46</u>

the entire proceeds amounting to \$7,379.26, which has been placed to your credit today on the books of the Union Oil Company.

Mr. Watchorn's negotiations in London seem to have had a back-set. The price war on between the Standard Oil Company and the large oil companies of Europe apparently made them anxious to withdraw, fearing that it would effect conditions in

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the oil industry on this coast, and they commenced injecting very objectionable conditions in the arrangement of details, so that Mr. Watchorn asked for permission to withdraw from the negotiations, which we gave him. I have, however, advised him personally to continue them if possible to do so. If he withdraws, he expects to sail tomorrow, the 15th.

There is nothing especially new from the field to report, excepting that the Lakeview is on the decline, the last report showing 12,000 barrels per day.

Our winter rains set in in pretty good earnest last night, and it is raining copiously this afternoon.

You will, of course, be interested to know that the "Fundamentals" are really meeting a great need in the churches, and that there will be issued of volume 3, about 300,000 copies. Dr. Dixon thinks that this will be the strongest volume published so far. By the way, did you read the article by Sir Robert Anderson in volume 2? It would seem from this that the higher critics are really bankrupt, and that men who are accepting their theories, are accepting them absolutely without evidence. From a letter of from Dr. Dixon dated October 1st, I quote as follows:

" We had a meeting of the full committee yesterday afternoon, and spent quite a time discussing the best interests of "Fundamentals."

It was an inspiring meeting, for all the committee have had evidences of God's great blessing upon the movement.

The committee also believed that the most important work in hand, is the publishing of the great Fundamentals of Christianity, which have been denied by colleges, universities and some theological seminaries, and the answers to the destructive higher criticism, which has been doing so much harm among the preachers and the members of our churches. They think that it will be best to postpone the volume on Evangelism until near the

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close of the series, because men whom we desire to reach are so prejudiced against evangelism that, if they should receive a volume on Evangelism, they would throw it aside and perhaps not read the volumes that might follow.

The following encouraging paragraph came yesterday in a letter from Australia:

"You will be glad to know a minister has been quite reclaimed from the snare of the higher critics through volume 1; the articles by Canon Dyson Hague and Dr. Torrey. We had great battles together. He told me he never had such a nearness to God as when he read Dr. Torrey on the Holy Spirit, and Canon Hague's article drove all the higher criticism out of him. He now speaks to all he meets of their salvation. This he never did before."

Mr. Stephens and his office force have done splendid work during the Summer weeks, in gathering new names and addresses, so that we will have to issue about 200,000 copies of Vol. III, which I think is, in some respects, the strongest volume published so far. May God help us to make each one as strong as it can be on the subjects that are treated.

The severe criticisms which the work is now receiving from some hostile quarters, is a tribute to its usefulness."

Dr. Dixon has also enclosed me a letter, of which the following is a copy:

Steubenville, Ohio, Oct. 8, 1910

Testimony Pub. Co.
808 La Salle Ave.
Chicago, Ill.

Gentlemen:

At a recent meeting of the Brotherhood of the Second Presbyterian Church of this City it was determined that we should study the "Fundamentals" and after some discussion it was decided that the most concise and understandable statements available were to be found in your publications, so we are pleased to hand you a check for \$10.00 for which you may send 50 copies each of volume I and II. As Supt. of our Sabbath School I have been favored with these booklets, and consider them invaluable.

Yours truly,
(Signed) W. C. M. Floyd,

Praying that the Lord will graciously manifest Himself to you and to Ella during these days of suffering, I am,

Yours very affectionately,

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466CONFIDENTIAL

October 14th, 1910

Mr. Robert Watchorn,
New York

Dear Mr. Watchorn:

When your cablegram of the 13th came yesterday, I was not able to reach Mr. Earl, and calling up Mr. Torrance he said very cheerfully, "Well, cable him to come home", and then called me up later to say he thought he had better wire Mr. Adams to remain in New York to meet you. I replied that I did not think that it was necessary, but if he wished Mr. Adams to meet you, he could use his judgment in the matter. Mr. Earl has just been in, and he says very emphatically that you should stay there; that the conditions are better in London than they are in New York, and that the terms which you have indicated in your cablegrams are not prohibitive; that there are many exasperating things arising in negotiations of this character and that you must expect them wherever you deal. He also told me confidentially that Jimmy Martin had called him up last evening and wanted to know if he had heard the news. Being told that he had not, he said: "Well, Mr. Watchorn is coming home; his negotiations have failed. We can make a deal in London by saying that we will take a one-fourth or one-half interest in it ourselves." This is evidently what they are playing for. That is, they have stayed close on your

-2-

tracks, I believe, that they might be counted in in some way on the deal, so I think it would be well, even if they meet you in New York, that you be non-committal, unless in your judgment they can be of service to you, and you have a positive agreement with them in writing as to what their relations will be in case a deal is made. I suspected, from the interest which has been manifested in your movements, that they were figuring that there was something in it that was going to accrue to their benefit. This is, of course, merely for your information, and is strictly confidential, excepting you may see fit to show it to Mr. Kellogg. In view of this I am cabling you over my own signature, giving Mr. Earl's views. He is apparently better posted on general financial conditions than any of the financial men that we have had in our conferences.

By the way, Mr. Staats is in New York, and in order to forestall any claim on the part of James H. Adams & Company, would suggest that it might be wise to also have a conference with Mr. Staats, not as a broker, but as a director.

I am personally very anxious that you succeed in making this financial deal without the aid of our local brokerage houses. I can hardly help feeling that they are pleased with the prospect of your withdrawing from the London negotiations. They not only want a slice out of this deal, but they also want the glory of doing the business. These remarks

-3-

may be doing these people an injustice. They have, of course, been of great service in the past, but they have been very amply remunerated for the service which they have rendered.

I will mail a copy of this to you in London, and also to you in case of our New York office, unless I hear before mailing time that you are to sail on the 15th.

Whatever your decision may be in reference to withdrawing from London, and though the results of your negotiations may be disappointing, we will count it as His appointment, for we have, I believe, committed this business to Him. Praying that you may be kept and guided in all that you do, I am,

Yours very sincerely,

October 18, 1910

P.S.

The enclosed copy of letter to you, under date of the 14th inst., was held for a day to learn definitely whether you would sail on the 15th, and on being advised, -in the rush of other matters I neglected to advise Miss Pease, and it has lain over until this morning.

I was a good deal stirred up yesterday on learning through Mr. Earl calling me up that on Sunday a member of the James H. Adams Company called him up stating that Mr. Peck was also the agent of the James H. Adams Company, and asking whether they should not wire Mr. James H. Adams, who was in New York, to return to London. Putting two and two together, I cannot but feel that this relationship between the Agent and James H. Adams Company has been the direct cause of the extortionate features which have been injected into these negotiations, and I am cabling you as follows:

"Peck is agent also for Jas. J. Adams and communicate information. Beware combination. Is possible responsible for your trouble. When informed negotiations resumed wanted Jas. H. Adams return London. 5,000 pounds sterling deposited for your account Duncan Fox today."

Stewart.

Mr. Earl gave me this information in confidence, and with the assurance on my part that his name would not be mentioned in connection with the information, but I am giving it to you so that you may know how direct is the information which I am imparting.

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October 14th, 1910

Mr. Robert Watchorn,
New York

Dear Mr. Watchorn:

As you are probably withdrawing from the London negotiations, I infer that you will be taking up the matter of sale of bonds in New York, or at least the arranging for sufficient funds to provide for our financial needs. It is possible that a long extension may be negotiated on the Chicago loan. If so we will be able to work more leisurely in providing for our other requirements. In any event, it would probably answer our present purposes to reduce the amounts that we are seeking to sell to, say—\$5,000,000. That is, we would limit our first offering to an amount not to exceed \$5,000,000, and the bonds would be sold on their merits; that is, without a convertible clause and without any stock options. If handled in this way, they would not embarrass us in any negotiations which we may have along the lines referred to in the next paragraphs. Besides, Mr. Orcutt thinks our shares are going to be worth \$300 or \$400 each, and to give options on them merely as a bonus for selling a bond which would practically be sold on its own merits anyway, would seem to be an unnecessary waste.

LONDON PROPOSITION: A Mr. Justice or Justus, a fellow countryman of yours, was in to see us this week. It seems that he is the party who had approached Adams and Company

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some months ago in reference to the sale of Union properties. He said he had undertaken a very delicate negotiation, because he was doing it without authority, and that this was understood by the members of his syndicate, which was composed of six peers, one of them a very strong one from Canada, and another, I learn from Mr. Terrance, is one of the Rothschilds. He said that he had told them that it would require at least \$100,000,000, to buy the Union properties; that as he had no authority to present the matter, he put them on their honor not to even breathe the name of "Union Oil" even over their telephones when talking with each other about it; and that he did not want to go away from Los Angeles without being able to report that he had met the President of the Company. I told him frankly that the properties of the Union were not for sale; that they were not sufficiently developed to show their value, but that possibly in a few months we might be prepared to consider a proposition.

REQUA MOVEMENT: Mr. Requa and friends are making a very thorough investigation of the oil industry, and he has shown us the result of his investigations on asphalt. It is the most complete of anything I have ever seen. Everything is in tabulated form, showing the consumption in the United States; the cost of manufacture; prices obtained; character of the goods made by the various refineries, most of which are marked "poor". I am sorry to say that our Company is in the latter class. He has devised a basis for obtaining values of oil properties,

-3-

which is to ascertain the thickness of the oil formation; its percentage of saturation; its ultimate yield and the probable time for extracting it, 25 years, counting the value in the ground as 50¢ per barrel. Mr. Requa's idea is to get the most competent engineers and have the properties that may be brought into combination appraised along these general lines. This basis seems to be a fair one and we think, for our own information, whether Mr. Requa's scheme materializes or not, of having Mr. Oroutt carefully appraise our properties along these general lines.

If you sail on the 15th, as we now anticipate that you will, it will doubtless be advantageous, as well as a satisfaction to you, to meet Mr. Kellogg in New York, and I will send him a copy of this letter with the suggestion that he make a special effort to meet you on your arrival, and go over the general financial situation with you before returning to Los Angeles.

When Mr. Fisk was here and we told him that you had obtained a better offer than his, and that we had advised you to close it, he received the disappointment in a manner that challenged our admiration; in fact, we were pleased with the very cordial manner in which he tendered his services in case we should have any occasion to use them. He made this suggestion, however: that, if you had used Mr. Judd's report in your negotiations, he thought it would only be equitable for us to pay the cost of making it. This seemed eminently fair, in view

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of the time and expense he had given to our business. This, however, I presume need not involve a cash payment but a credit on account.

PRODUCERS' PIPE LINE: W.L. reports that Santa Margarita pump station is putting oil down to the tank farm at the rate of nearly 30,000 barrels per day. Also that in handling an average of 25,000 barrels per day, after deducting expenses and allowing for bond sinking fund, the line will show a net earn of \$112,250 per month, or an annual net earn of \$1,347,000. This is going to help our finances very materially.

Yours very truly,

President

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October 15th, 1910

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

Dear Sir:

Yesterday morning Mr. J. A. Merrill (not related to S. I.) called to see me, stating that he was going east and was very sure he could sell our Nix-Frost producer patents for \$50,000 net to us; that Mr. Frost would confirm our rights, and would receive a small compensation for his interest in the producer. I advised him that Mr. S. I. Merrill was still absent, and on his return I would take it up with him. In the meantime I would like to have your views in reference to the desirability of making such a sale. Mr. S. I. Merrill has been detained in the east longer than expected, but I understand will return the latter part of next week.

Last evening Mr. Fred Nelles called, and stated that our Mr. Horton had been testing their plant and expressed the wish that he could have had such a producer at Deerfield. There were representatives of two other companies present, and they were so much interested that they made Mr. Nelles a proposition which was better than that of Mr. Nelles to us. Mr. Nelles stated that he told them that he was not prepared to talk with them, but his statement to me was that as it had now been four months since he had presented the matter to us, he could hold it open, ^{not} Being that there was danger of our being left without a practical producer, I said to him that I regarded the deal as practically closed, but was waiting for Mr. Merrill to arrange the details; that if he needed money, to

call on me for it.

My son, A. C. Stewart, who is something of a mechanical genius, examined the producer, and he reports that it is more scientific and a very much simpler process than that of the Nix-Frost, and I believe that if we get \$50,000 out of the Nix-Frost and put the money into the development of this, that we will be making a very advantageous turn.

Trusting that you will advise me promptly as to your views in the matter, and with the hope also that you approve of my action with Mr. Nelles, I am,

Yours very sincerely,

Form 200

THE WESTERN UNION TELEGRAPH COMPANY

25,000 OFFICES IN AMERICA.

INCORPORATED

CABLE SERVICE TO ALL THE WORLD

BELVIDERE BROOKS, GENERAL MANAGER

ROBERT C. CLOWRY, PRESIDENT

RECEIVER'S No.	TIME FILED	CHECK
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SEND the following message subject to the terms on back hereof, which are hereby agreed to

Los Angeles, Cal., October 18, 1910

Giles Kellogg,

c/o Walter I. Bush,
31 Second Street,
Troy, N.Y.

Watchers didnt sail fifteenth Negotiations resumed Date
of sailing unknown.

LYMAN STEWART

(Chg. Union Oil Co. of California)

... be an unsafe and dangerous man, judging his sole...
... You will please understand that in...
... does not mean a withdrawal of my interest in...
... the Anti-Saloon League matter.

The mistake I know is a mistake of the press and...
... the members of your Board, and their...
... they believe it best... is...
... being so thoroughly... that...
... in a this matter.

... of my continued... in, and...
... the answers of your... sincere...
... to... association

Very truly yours,

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/

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October 18th, 1910

Dr. E. S. Chapman, Superintendent

State Anti-Saloon League of
Southern California,

Union Trust Bldg.,

Los Angeles, Cal.

Dear Dr. Chapman:

I hereby tender my resignation as a member of the Advisory Board of the State Anti-Saloon League of Southern California.

I regret exceedingly to be obliged to take this step, but I cannot consistently remain on your Board after its endorsement for the office of District Attorney of Mr. J. B. Fredericks, whom I believe to be an unsafe and dangerous man, judging him solely from his official record. You will please understand that in taking this step it does not mean a withdrawal of my interest in the great work for which the Anti-Saloon League stands.

The mistake I know is a mistake of the heads and not of the hearts of the members of your Board, and their attitude towards a man under fire, whom they believe to have been true, is certainly one to be admired, but being so thoroughly convinced that they are deceived, I am obliged to take this course.

Assuring you of my continued confidence in, and respect for each of the members of your Board, it is with sincere regret that I have felt obliged to withdraw myself from association with them in their great work.

Yours very sincerely,

473

October 18, 1910

Mr. E. S. Chapman, Superintendent
State Anti-Saloon League of Southern California,
Union Trust Bldg.,
Los Angeles, Cal.

Dear Dr. Chapman:

I beg to enclose herewith my resignation as a member
of your Advisory Board.

It grieves me exceedingly to be obliged to take this
action, or to do anything that might tend to make your already heavy
burdens seem more oppressive, but my reasons for my action I think
you can appreciate. I greatly fear that the influence of the Anti-
Saloon League in the support of clean candidates in the future will
be greatly impaired by its present attitude. Your League cannot
afford to antagonize the Good Government forces of this city. I
am also a supporter of it, as well as of the Anti-Saloon League, and
hence with my convictions as to Mr. J. D. Fredericks it would not be
consistent for me to remain on your Board.

Trusting that you will not misunderstand me, and
praying for the Lord's blessing upon you and your work, I remain,
as ever

Yours very sincerely,

P.S. For your information I enclose a letter from John Topham, which
is addressed to Rev. Dr. Locke.

✓
October 18th, 1910

Mr. Wm. Garland,
903 Union Trust Bldg.,
Los Angeles, Cal.

Dear Sir:

Enclosed herewith please find my check for
\$1,437.50 to cover interest on my note, your favor,
to the 18th inst.

Yours very truly,

October 18th, 1910

Mr. Thomas Cannan,
Bradford, Pa.

Dear Mr. Cannan:

Your welcome letter of the 10th inst., was duly received. Very glad to hear from you.

I was especially pleased to learn of the success of the producers in making gasoline out of gas. Is this done by compression or by freezing, or by both. Would be pleased to have such full information as you may be able to give, as we are now doing some experimenting ourselves, but succeed in getting only a little over a gallon to the thousand feet.

California is becoming a great oil field. The production now is estimated at 220,000 barrels per day. Our consumption is about 180,000, but the surplus is coming mostly from gushers and we do not anticipate that we will have the excessive production for a great while. Our Lakeview well has been a world-beater, having produced over 6,000,000 barrels, and is still producing at the rate of about 12,000 barrels per day. For the first three months in its history, it produced over 60,000 barrels per day, through a 6-5/8" casing. The flow was so strong that it cut the casing to pieces and threw it out in slabs. It caught a timber 12" in diameter and 20' long and threw it up in the air and spun it around until it lost its balance and dropped down. The top of

the derriek was soon cut away. To prevent its going so high into the air and endangering other property, we bolted a lot of 20" main sills together and run them on a tramway over the stream, and it cut its way through these timbers in two hours and a half, so you can imagine that it was a very difficult proposition to handle.

Milton and his wife returned from here in June. She was in poor health and was taken to her bed almost immediately on her arrival in Titusville, and has for some time past been at the point of death. The doctor gives no encouragement for her recovery.

I will enclose herewith copy of our last annual report, and a copy of our circular letter issued last month, which will give you some general information as to our business. The Lord has greatly blessed us as an oil company.

I also enclose a card which contains some very valuable instruction, which I trust you will study carefully. I passed my seventieth birthday in July, and as I remember, you are not a great ways behind me. In any event, we are no longer boys, and while we flatter ourselves that we are still in the land of the living, we are, as a matter of fact, in the land of the dying, and hence it becomes us to have an assured hope of an inheritance in the land of the living, which we may have through acceptance of the Lord Jesus Christ as our Saviour. I pray that you may look to Him and receive this salvation.

With kind regards to Mrs. Cannan, I am,

Yours very sincerely,

434

October 13, 1910


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

Dear Sir:

Yours of the 18th inst. at hand. Your draft for \$1,000.00 on the 7th was duly received, and your order executed, but I was so busy that it has lain on my desk for some days. Enclosed find certificate, Union Provident Company, for ten shares of its capital stock; also my check to your order for \$10.00, being the difference in the cost of the stock and the amount of your remittance, the price of the stock being \$99.00 per share. It would cost you some \$50.00 or more, I think, to buy it today than at that time. Please sign and return the enclosed receipt.

Yours very truly,

P.S. We have just noticed that the certificate has been made out to E. C. Gamsby instead of C. E. If you will therefore endorse the certificate just below my signature on the back and return it to the Secretary, a corrected certificate will be issued. It will not be necessary to sign the receipt.



October 19th, 1910

Dr. James M. Gray,
80 Institute Place,
Chicago, Ill.

Dear Doctor Gray:

Rev. E. W. Blew has referred us to you in regard to his qualifications, etc. He has applied for the position of Assistant Pastor of Immanuel Presbyterian Church. Would be pleased to hear from you in reference to him.

Yours very truly,

431

October 19th, 1910

Mr. S. C. Wing,
5341 Pasadena Avenue,
Los Angeles, Cal.

Dear Mr. Wing:

Yours of the 18th inst., at hand. In reply
beg to say that I am not in a position at present to secure
more stock in the Western Gas Engine Company. I did not go
into it as a matter of investment, and would be glad to be
relieved of the whole matter. I think, however, if you will
hold onto your stock, that you will yet find it a good in-
vestment.

Yours very sincerely,

P.S. The enclosed newspaper clipping has just been handed
me, but I do not vouch for anything stated therein.

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October 19, 1910

Mr. Porter Phipps,
607 Fitzsimmons Bldg.,
Pittsburgh, Pa.

My dear Comrade:

Your very welcome letter of the 5th inst., was duly received, and I was glad to learn that you had had such a successful reunion of our old regiment. I hardly supposed that so large a number could have been mustered, but I notice that nearly all of the representatives of our company were different from those who met in Gettysburg three years ago. I should have liked very much to have seen the old boys once more. I understand that my old friend, John D. Miller, has been in poor health, his heart having become weak.

I feel greatly honored in having my name inscribed on the bronze tablets on Pennsylvania's monument, but feel that I am not justly entitled to it, as I was not in the ranks at the time, although on the field.

Milton's wife is still living, but the doctors give no hope whatever of her recovery. Milton has had a pretty trying summer, and we feel anxious about him. Were it not for the pressure of business, I would go east to be with him in this trying time.

I am glad to report that my own health is excellent, and I am working about as hard as I ever did in

-2-

my life. Mrs. Stewart's health is somewhat improved since I write last.

The oil industry in California continues to grow, and we are not wrestling with a surplus production, resulting from the large gushers that have been struck. Our Lakeview is still producing at the rate of from 12,000 to 14,000 barrels per day.

With kind regards to Mrs. Phipps and your family, I am, as ever,

Your affectionate comrade,

445

October 19, 1910

Mr. J. H. Crosby, Secretary
Western Gas Engine Company,
Los Angeles, Cal.

Dear Sir:

Yours of the 18th inst., at hand. Will you kindly send me a memorandum of the amount of my assessment, and I will endeavor to have the assessment paid, as indicated in your letter.

Yours very truly,

October 19th, 1910

Southern Trust Company,
Los Angeles, Cal.

Gentlemen:

Enclosed find my checks, your favor, as follows:
One, account interest to date on note favor J. Myrick, Jr.,
\$275.00. The other, interest to 20th inst..on my note
favor yourselves, \$250.00.

Yours very truly,

443

October 20, 1910

Mr. James Edwards,

Upland, Cal.

Dear Sir:

Yours of the 19th inst., at hand. You will please reserve from the walnut crop enough to supply your own requirements and dispose of the balance.

I note your remarks in reference to the plan for picking oranges, and I think your position is well taken. I will take it up with the packing house.

Yours very truly,

450

October 20th, 1910

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

Dear Sir:

I had hoped to be able to attend your Board meeting tomorrow, the 21st, but important matters here will detain me. We may possibly take an auto trip, however, and call on you on Saturday.

I have been asked whether the same picking system which was established last year was to be in vogue this season. I have not discussed this with all of our parties, but it seems that to pay pickers 20¢ a day extra for car fares in going up, say, 23d Street, is an unnecessary expenditure, besides the system does not seem to be satisfactory to our orchard superintendents. They feel that if they are capable of raising a crop of oranges, they are capable of superintending the picking of it. In any event, they should be the timekeepers for the pickers.

We have extra good men as superintendents of the 10th, 14th and 23d Street orchards, and they are in the orchards practically all of the time during the picking season. I think your plan of a superintendent is all right for the small orchards where they do not keep a regular force

-2-

of men constantly employed who can look after such work. I would suggest, therefore, that you take this matter up and that you modify your plan so as to allow the large orchards to handle their own picking.

Yours very truly,

✓
October 20th, 1910

Miss Mary J. Sizemore,
The G. S. Johnson Company,
I.W.Hellman Bldg.,
Los Angeles, Cal.

Dear Miss Sizemore:

Owing to your letter of September 29th having been sent to my residence, it did not come to my attention until last evening.

I was pleased to hear from you, and especially so to learn that you are so pleasantly situated, and that the bitterness which was in your heart at one time has disappeared.

I thank you very much for the copies of one of your new "pocket edition maps" and of the California Oil Bulletin. Please thank Mr. Johnson for us for the very favorable reference made to the history of the Union Oil Company.

Congratulating you on your good fortune,
I am, as ever,

Yours very sincerely,

459

October 20th, 1910

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Yours of the 12th inst., at hand. Enclosed find receipt for your Western Gas Engine Company assessment. The market for the stock is about 105 to 105½. I gave Staats Company thirty shares more to sell for you yesterday, but they have not yet reported. I expect to sell enough stock for you, over and above your dividends, to take care of your stock purchase installment due November 1st.

Mr. Watchorn's negotiations have been resumed, and he reports getting along more satisfactorily, and expected to close everything up today and sail for home this week. We are anxiously looking now for the cablegram advising us that everything is closed up.

There is nothing especially new from the oil field. The Lakeview is reported now as doing from 13,000 to 14,000 barrels per day. The Union struck a well of some kind right near it the other day, which is called #11--. It threw out water, oil, mud and sand with such terrific velocity that it cut off the top of the derrick in ten minutes, and the augur stem which was standing in the derrick, was nearly cut in two in the same limited time. You will understand that this is not yet reported as an oil gusher. The Lakeview is still the largest gusher in the field. Those which

-2-

did excell it for a time are now not producing one-half as much as the Lakeview.

Mr. John Ekbert was in yesterday and said he had just returned from the East and had been in Titusville for a week, but hadn't seen you because of Ella's severe illness.

We are very sorry to learn that Ella continues to be delirious. Does she not have any rational moments at all so that you can talk with her?

I called up Nannie on receipt of your letter of the 12th, and told her what you had said. She said she would be glad to go as she would do anything in the world for you, and seem to think, as Alice was coming home pretty soon, that she might go. Don is slowly improving and was out of doors yesterday. Alice also returned from her trip yesterday.

We are daily praying that Ella may be relieved from her delirium and be enabled to declare her faith in Christ, and know His grace sufficient, -in fact, that you may both know His grace sufficient at this time. We are all well.

Yours very affectionately,

H 32

October 21st, 1910

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

Dear Sir:

Enclosed herewith find check for \$65.00, as
per your bill herewith.

Yours very truly,

October 24th, 1910

Northwestern Mutual Life Insurance Company,
Milwaukee, Wis.

Gentlemen:

Enclosed find draft on New York for \$329.50, as per your notice of September 20th, which was duly received, but in the absence of my Secretary, was overlooked until this morning.

I trust that you will kindly overlook our neglect, and believe me, as ever,

Yours very truly,

181

October 24th, 1910

San Antonio Water Company,

Ontario, Cal.

Gentlemen:

Enclosed herewith find my check for \$522.50,
being in payment of assessment on 104½ shares of stock.

Yours very truly,

October 25th, 1910

Mrs. Julis N. Berry
Titusville, Pa.

Dear Mrs. Berry:

Your very interesting letter of September 1st was duly received, but in the general rush of business, it has been overlooked.

We are glad to learn of your success in providing a resting place for missionaries at Chautauqua, and we, of course, would be glad to have a hand in such a good work, but our resources are being taxed in special work here, especially in a Bible training work which is equipping men and women for missionary service, and also in providing for the free distribution of Scripture portions in Spanish speaking lands and in China. For these reasons we are obliged to deny ourselves the privilege of having a part in your good work.

Thanking you for giving us the opportunity, and praying for the Lord's blessing on you and on your work, I am, as ever,

Very sincerely yours,

354

October 25th, 1910

Rev. J. Mills Boal,

La Jolla, Cal.

Dear Dr. Boal:

In clearing up my desk today and putting away material that had accumulated while I was absent, I find the enclosed letters to Mr. J. N. Gamble of Pasadena. I return them to you lest it might not be desirable to forward them at this late date.

Trusting that you have been able to make the desired financial connection to protect your property, I am, as ever,

Yours very sincerely,

✓

October 25, 1910

Mr. Wm. H. Carlson,
405 Chamber of Commerce Bldg.,
Los Angeles, Cal.

Dear Sir:

Your circular duly received, and I am glad
to know that you are again free and ready to push
ahead in business.

Wishing you success, I am,

Yours very truly,

240

October 26th, 1910

Mrs. T. C. Rounds,
1425 Solon Place,
Chicago, Ill.

Dear Mrs. Rounds:

Your very interesting letter of September 26th was duly received. I trust you will kindly pardon the delay of my reply. I waited thinking that the way might clear up so that I could have the privilege of supplying the needs of the young Hebrew to whom you referred, but my obligations are such that I am obliged to forego this pleasure.

I return herewith Brother Meyer's letter to you under date of July 8th, which I suppose you would like to retain in your files. Kindly pardon my overlooking it so long. Thanking you for giving me the opportunity to read it, and praying for the Lord's blessing upon your work for His people, I am

Yours very sincerely,

October 26th, 1910

Hon . R. R. Pealer,
Three Rivers, Mich.

My dear Comrade:

In clearing up my desk I find a letter from you under date of March 16th, 1909, which I fear has not even been acknowledged. Enclosed with it was a letter to you from F. F. Rohm, which I return herewith as it doubtless should be in your files.

Porter Phipps has written me in reference to your reunion at Gettysburg. I am so glad that so many of the boys were able to get together. I did not suppose that there were so many living. It would have been a great pleasure and satisfaction to me to have been with you, but it was impossible for me to leave at that time.

I would feel rather proud of the fact of my name being inscribed on the bronze plates of the Pennsylvania monument at Gettysburg did I feel sure that I was entitled to have it there. Although I was at Gettysburg, I was not in the ranks at that time, but was dragging around with an indisposition which proved to be a very serious attack of typhoid fever.

Porter reports progress on the history of the regiment. He also tells me that you are looking much better than when we met you three years ago.

-2-

Our business continues to grow and is assuming large proportions. I have been kept pretty closely in the office for the past two years. In fact, was not able to take a vacation at all last year.

Mrs. Stewart had an apoplectic stroke a year ago last June and was pronounced by the physicians beyond the help of man, but in answer to prayer, as we believe, the Lord raised her up after eight or nine hours of total unconsciousness. She is now in fairly good health, but does not appear just as she did before the stroke.

We now have eight grandchildren. My daughter, whom you met in Gettysburg, was married the next spring to the Rev. D.H. Martin of Cynwyd, Pa., suburb to Philadelphia, and has a little daughter about a year and a half old, so my children are all married and are in their own homes.

I took the liberty a few months since of sending your name to the Testimony Publishing Company of Chicago that you might receive copies of the "Fundamentals", which it is publishing. These articles are from the most loyal and best writers on Bible themes in the world, and I trust you will get as much pleasure and instruction out of it as I have. The articles in Volume II. by Sir Robert Anderson and Philip Mauro I think are both strong and instructive, while all are good.

Praying that the Lord's richest spiritual blessings may be yours, I am, as ever,

Your affectionate comrade,

21
October 26th, 1910

Mr. S. C. Wing,
5341 Pasadena Avenue,
Los Angeles, Cal.

Dear Mr. Wing:

Yours of the 25th inst., at hand. Mr. S. I. Merrill, President of the Western Gas Engine Company, is now here and I would suggest that you confer with him in reference to the general conditions governing the Western Gas Engine Company, as I am not sufficiently familiar with them to discuss them intelligently. The books show, I understand, that the works have been running at a fair profit, but the settling up and taking care of the contracts which were made under Mr. Frost's administration have been consuming our resources. These contracts are now pretty well cleaned up and we anticipate not having to waste any more money on them, and that in the future we will be doing a good, clean business.

The management, unfortunately, was bad, and the only hope for the stockholders is to stand together and make their investments good. I would recommend to each one that they investigate the situation thoroughly, and if they have confidence in each other, then to stand together and put the institution on its feet. This is the only means that I can see for protecting the investment.

Yours very truly,

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7

October 26th, 1910

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Yours of the 20th, enclosing check \$24,000, on account of your third installment on treasury stock subscription, duly received.

Mr. Watchorn cabled us the latter part of last week that he could not sail until this week; that he had called in expert counsel on English corporation law, for their opinion before signing up, as he regarded the contract as prepared, dangerous. He thought he would finish it up the first of this week, but thus far we have not heard from him, so presume that there is some more wrangling over it.

Mr. Kellogg and Miss Crowell are due to return here on the 29th inst.

We were very sorry to learn of the serious illness of Mrs. George Irwin, but we are rejoiced this morning to hear favorable tidings from Ella, from your lettergram of the 25th. I called up Nannie and read her your message. She seemed very much relieved, for while she was anxious to go, she didn't see her way clear to leave Don when he was still quite weak. Surely the Lord is answering prayer in Ella's behalf, and we sincerely hope and trust that she may yet glorify Him with her testimony.

(Our Bible Institute is moving along very encouragingly indeed. More than twice as many students are enrolled this

year than last and the work all along the line is very encouraging. Six of its students have already gone as missionaries and many more are preparing for missionary service. By the way, this reminds me that Sidney and Sam McKee and Sam's wife are about to start as missionaries to China, all of them without adequate preparation. The McKee boys have been attending the San Francisco Theological Seminary, and I understand hardly know what they do believe. A couple of the Fishermen Club boys were spending the afternoon with Sam yesterday in order to get him straightened out, if possible. The students from our Bible Institute are thoroughly rooted and grounded in the truth, and have a message to deliver wherever they are. I mention this to show you the necessity for training schools that can send out men "thoroughly furnished" for their work. It is very unfortunate and very discouraging that when we now put money into the Presbyterian Board we do so with the knowledge that a percentage of it is going to support infidels in China and other foreign lands, who are undermining the work of those who are true and faithful. I begin to question whether it is not a sin to continue supporting a Board that will not discriminate in this matter of qualification for service.

Much of our own coast is important missionary ground. On our summer vacation we traveled from Placerville to Tahoe City, a distance of seventy-five miles, and in all that distance there was not a church. There are some important little towns along the coast line of the Southern Pacific where there is neither a church or a Sunday School. Here in our own city there are many thousands

of Italians, Russians and French without a Protestant mission among them. There is one Frenchman in the Bible Institute who is preparing to work here among his own countrymen. There are 25,000 Mexicans in the City. Our Bible Institute is doing a very encouraging work among these people, but without additional help can only reach a comparatively small percentage of the great mass of them.

San Francisco is practically a heathen city, and the pastors of many of the churches are so unsound in the faith that they are doing little, if anything to change the general character of the city. Rev. Dr. Hugh K. Gilchrist, the founder of the Mount Hermon Summer School, in the Santa Cruz Mountains, has been making a thorough study of the conditions in San Francisco and up and down the coast, and he has come to the conclusion that the remedy for San Francisco is to establish in it a work similar to our Bible Institute, ^{And} to provide for the evangelization of the hordes of foreigners that will flock to this coast when the Panama Canal is completed, and similar institutions in Portland and Seattle. To provide adequate plants in these places will involve an expenditure of \$2,000,000. He thinks the money can be raised on this coast. With a chain of such affiliated institutions (not organically connected) there would be trained a large force of consecrated workers, who would go out into the highways and hedges preaching the pure gospel, thereby evangelizing our own coast, and from them also, ^{send} a strong force of reliable missionaries to foreign lands. This, with the establishing of Bible training schools in these foreign lands, I believe will be the solution of the missionary problem. I cannot help feel-

ing that along present lines our missionary work is going to be a failure, because of the neutralizing influence of the unsound and unqualified teachers who are being sent out.

Instead of a seven years' educational course which does not include any Bible training to speak of, the Bible Training Schools give two years in practically exclusive Bible training and practical Christian work, so that their students go out much more "thoroughly furnished" for their work than do the missionaries sent out by our Presbyterian Board, or any other Board for that matter. I make this general statement for your consideration, because there is no time to be lost. Whatever Dr. Gilchrist may accomplish at other points on this coast, this work here must be pushed along independently of it, and if the Doctor can furnish any additional financial help, it will be very gratefully received. Work, however, must proceed along the lines which we believe to be Scriptural, and which we have already demonstrated here to be successful.)

Now, with much love to Ella, and praying that you may both know that "peace which passeth understanding", I am,

Your affectionate brother,

P.S. Just met Mr. Horton. He says he has a friend in the northern part of the State, named Herriott, who has a son who is a Presbyterian missionary in China. He is carried away with Higher Criticism and writes that the preponderance of sentiment among the Presbyterian missionaries in China is towards Higher Criticism. Confidentially, in the interview with Sam McKee yesterday, he confessed to the young men that he did not know where he stood; that when he stands before an audience he don't

know what to say, for he don't know what he believes. He has no message and no peace. It is awfully sad to see the sons of a faithful missionary carried away by these latter day heresies, and it is a still sadder thing to see the Boards of our churches spending the consecrated money of the people to undermine the authority of the Scriptures among the Chinese, and to unsettle the faith of those who have believed.

11

October 27, 1910

Mr. Robert Watchorn,
123 Pall Mall, London
U. O. Co., New York

Dear Mr. Watchorn:

Yours of the 13th inst. just received. The reading of it makes my blood boil, and had we understood the character and attitude of these men, we doubtless would have cabled you differently on the 12th inst. We had heard through Adams as Company that these were very fine men, and it would be a very desirable connection for the Union to make, but the cold-blooded selfishness indicated by their evident purpose to "get a cinch" on us makes it look like a very undesirable connection to make, in view of the fact that they would probably be associated with us as large stockholders. I believe that we can finance ourselves through to a position of safety here at home to better advantage than the terms which these people are seeking to impose on us, although it would, of course, be a great advantage to us to have such a large sum of money as was contemplated available for pushing our business.

This may all be for the best, and it may be better for us to keep our business in a closer and snugger shape than we could, or would, with such a negotiation completed and the contract thereunder in force.

W.L. has prepared a little prospectus with a view to the Producers Transportation Company providing for its \$900,000 of liability through the issuance of debenture notes. I enclose a

THE WESTERN UNION TELEGRAPH COMPANY.**24,000 OFFICES IN AMERICA. INCORPORATED CABLE SERVICE TO ALL THE WORLD.****ROBERT G. CLOWRY, President and General Manager.**

Receiver's No. 15	Time Filed	Check
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SEND the following message subject to the terms on back hereof, which are hereby agreed to.

Los Angeles, Cal., Dec. 21, 1910.

Milton Stewart,

Titusville, Pa.

Dragon after us menial control at addoom account less abstinent absence
fluxion gilding authority to match yours will gravy.

Lyman Stewart.

(Chg. Union Oil Co.)

READ THE NOTICE AND AGREEMENT ON BACK.

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view of the fact that... probably be... with us
an large... that we can... ourselves
through to a... of... here to better advantage
than the... which... to impose on us.
although it would... be a great advantage to us to have
such a large... of... available for...
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... for the best, and... either
for us to keep our... in a closer and... way. By we
could, or would, with... and... the...
hereunder in force.

... prepared a... prospectus... view
to the... providing for... \$500,000
of... through the... of... and...

Handwritten scribble and the number 11.

October 27, 1910

Mr. Robert Watchorn,
123 Pall Mall, London
U. O. Co., New York

Dear Mr. Watchorn:

Yours of the 13th inst. just received. The reading of it makes my blood boil, and had we understood the character and attitude of these men, we doubtless would have cabled you differently on the 12th inst. We had heard through Adams & Company that these were very fine men, and it would be a very desirable connection for the Union to make, but the cold-blooded selfishness indicated by their evident purpose to "get a cinch" on us makes it look like a very undesirable connection to make, in view of the fact that they would probably be associated with us as large stockholders. I believe that we can finance ourselves through to a position of safety here at home to better advantage than the terms which these people are seeking to impose on us, although it would, of course, be a great advantage to us to have such a large sum of money as was contemplated available for pushing our business.

This may all be for the best, and it may be better for us to keep our business in a closer and snugger shape than we could, or would, with such a negotiation completed and the contract thereunder in force.

W.L. has prepared a little prospectus with a view to the Producers Transportation Company providing for its \$900,000 of liability through the issuance of debenture notes. I enclose a

-2-

copy of it herewith.

The samples of oil sent from the Fullerton field to the refinery, when reaching there have proven to be of no value for refining purposes. Mr. Fenn has sent down his chemist, who has gone into the field and tested the oil from the various wells, and he reports that the oil that we are now handling from that field and disposing of as fuel contains from 800 to 900 barrels per day of gasoline and benzine, and hence we are taking steps to erect a topping plant at Stewart station, which will avoid the freighting of oil from Oleum to this market, as well as give us a much larger supply of the most valuable products. The discrepancy in these values is accounted for on the theory that the oil in going through the pumps, pipe lines and ships loses these lighter properties.

There is nothing special to report from the field. The Lakeview still continues to produce over 12,000 barrels per day, according to our latest reports, and is still the largest well on the coast.

As per your advices, we have been expecting you to sail before any mail could possibly reach you, hence have not been writing you as often as we should have done.

The market for Union is only about 104. I have felt considerably annoyed about the cablegram sent you saying it was 108 and going higher. So far as quotations on the Exchange are concerned, it never reached 108, and I presume is depressed through the large offerings from our stockholders who have to meet their third installment on their stock subscriptions on the first of next month.

-3-

We have been waiting anxiously this week for a cablegram from you telling us that the syndicate had made the concessions necessary to our safety, or that you had called the negotiations off. With your letter of the 12th before us, we will be better able to appreciate the situation, and so far as I am personally concerned, I would recommend that the negotiations be called off unless such concessions are made and such assurances of good faith given as will satisfy you that we will be protected.

We have been pretty close-mouthed in reference to your negotiations, but the word has gotten out in San Francisco, both Mr. Sclater and Mr. Regua having learned that you had succeeded in doing the financing which you had undertaken. Mr. Adams says that he presumes that he is the guilty party, for when you thought the matter was closed, while he was in London, he met W.S. Bartlett and John Grosse and told them about it. He (Mr. Bartlett) immediately wrote to Mr. McVay, and Mr. McVay came in to see us about it.

I have suggested in reference to the Producers Transportation financing scheme that we wait until you return, but as your movements are so uncertain and our obligations are maturing, our folks have thought it wise to lose no time in getting the matter ready for issuance. I will probably cable you in reference to it as soon as I hear from you.

Yours very truly,

President

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October 29th, 1910

Mr. Robert Watchorn,
The Chelsea,
New York

Dear Mr. Watchorn:

Mr. Kellogg returned this morning. We have had a meeting of the Executive Committee and your latest cablegrams and your letter of the 13th were read and considered. In view of the arbitrary and unreasonable attitude assumed by your parties, we all feel that it would not be desirable to be associated with such men. We can, of course, finance at home by making a sufficiently attractive proposition, besides I think that the sentiment of the most of our Directors would be "millions for defense, but not one dollar for tribute to thieves."

We have decided to call a conference of the Directors for Wednesday morning, the 2d inst., hoping by that time to have your letter of the 17th to which you refer in your cablegram of the 27th, and will probably send you lettergram giving you the result of our deliberations.

I think it would be desirable for you to take up the matter of the extension of the \$600,000 note in Chicago before you return. We understand that money matters are somewhat easy in Chicago, and you probably will be able to do it without trouble, or at least have a portion of it extended so that we won't have such a large sum to raise at one time.

-2-

If it would be easier to negotiate the sale of a smaller block of our bonds than the one that you have been considering, or even less than \$5,000,000, I think it would be desirable to do so rather than not to make any negotiation at all. A \$2,000,000 or \$3,000,000 loan in New York, or somewhere in the East, would give us a wider field for the handling of our securities, and would be an entering wedge that would be of great value to us in the future.

Yours very sincerely

President

64
Nov. 1, 1910.

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

Dear Mr. Johnson:

This will introduce Rev. Hugh W. Gilchrist, D.D., the founder and manager of the Mt. Hermon Association.

Mr. Gilchrist has been making a very extensive study of the spiritual conditions on this coast, and has a large vision as to the work that should be done for its spiritual redemption and future protection. He has facts and figures which, to say the least, will certainly be very interesting to you, and I will esteem it a favor if you will allow him to come to your house on Wednesday evening and present them.

Yours very sincerely,

3/9 3

Nov. 1, 1910.

San Antonio Water Co.,
Ontario, Cal.

Gentlemen:

Yours of the 28th ult., in reference to 18 shares of stock standing in my name as pledgee of W.J. Bodenhamer, at hand.

As I have written you before, this stock now belongs to Mr. Bodenhamer, and I have nothing more to do with it. He should have it transferred to his own name.

Yours truly,

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3 ✓

Nov. 1, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Your two favors of the 26th inst., enclosing check favor Union Oil Co. for \$1125, being \$975 for Ella and \$150 for Mrs. Dutton, and letter from Mr. Blackstone, at hand; also your lettergram of the 25th.

We are very much pleased to learn of Ella's improved condition, and trust that the Lord will, in His own time and way, restore her to perfect health.

The Lost Hills field is about 25 miles north of McKittrick and 60 miles south of Coaliga, and about on a line between the two points. There is a good deal of sulphur in these hills, and the oil which comes from a well five or six hundred feet deep has a very offensive odor. It comes from a formation, Mr. Orcutt says, which indicates that it will be some 3000 or 3500 feet deep down through the regular oil sands. They are handling it apparently so as to make a mystery of it. A great deal of land is changing hands on the strength of it, but we have not done anything. Our folks took no particular stock in the reports about it at first, and we have no funds that would allow us to venture in there on an excitement.

We have a thirty day option on the Puente Oil Co. properties, which, as I understand, we can pay off with Union Oil stock and bonds. We have not yet had Mr. Orcutt's report upon it, but apparently the

M.S. #2-

Whittier and Fullerton fields are the most stable of anything on the coast, and it may be wise for us to concentrate there, rather than to invest in more remote and somewhat uncertain fields.

Mr. Watchorn sailed on the 29th for New York, where he expects to arrive on the 4th of November. He did not sign up with these people, but had every point negotiated, so that the attorney can sign up if the Board so orders. The terms which they injected finally were so onerous, and so arbitrary, that I will recommend the Board to withdraw from the matter entirely, and take up negotiations with other parties. Mr. Watchorn will feel his way in New York, probably, before giving any further instructions to his attorney. We have called a conference of our Directors for today to settle the question.

Mr. W. G. Hughes came back yesterday for the winter, and Mr. Kellogg and Miss Crowell arrived on Saturday. We are glad to have them all with us again.

Because of my saying some time since, when Ella was so poorly, that if Mr. Kellogg and Mr. Watchorn were back I would go west and be with you in this time of affliction, Ada, counting on this, has been getting ready, I find, to take the proposed trip with me, and visit May while away; but Mr. Watchorn will not be here for some time, and life is going to be pretty strenuous when he comes, and I have such a dread of pneumonia that I fear to take a trip this late of the year unless it is a matter of life and death with some of our friends. Even in this climate I have to fight against it, and am just now getting over a cold which started in my bronchial tubes, apparently without any provocation. I would not be disposed to take the trip for any financial consideration. Ada is a good deal disappointed.

With much love to you both, and with earnest prayer for you in this time of affliction, I am, as ever,
Yours very affectionately,

✓
Nov. 1, 1910.

Mrs. A. M. Fish,
Dixon, Rio Arriba Co.,
New Mexico.

Dear Madam:

Yours of the 26th ult., with enclosures, duly received. I tried to have a certain lady provide for your paint bill, but did not succeed. Hence I enclose the correspondence pertaining thereto herewith.

Yours truly,

✓
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Nov. 1, 1910.

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

Dear Mr. Sterling:

I have given considerable thought to your suggestion in reference to Mr. Nellis taking Mr. Merrill's place in the Western Gas Engine Co., and the more I thought about it the less desirable it seemed to me.

I have known Mr. Merrill, and have been in touch more or less with his business, for more than twenty five years. I think he is the most economical manager I have ever known, and he has always succeeded in gathering around him helpers of the same general character as himself. He is a very conscientious and hard worker, and he has fully earned all the money that the Gas Engine Co. has paid him. Because he is not there in the office it does not follow that he is not looking after its affairs. He has walked to or from home with me three or four times a week, in order to discuss the affairs of the Gas Engine Co., and for a long time lunched at noon with the Secretary, as well as making very frequent visits to the factory itself. He has made three trips to Deerfield for the concern, but has planned his trips in such a way that the expense has been divided between the Engine Co. and the Industrial Co.

He had a bad wreck from which to obtain salvage. He has been working to clean up unfortunate and unbusinesslike contracts which had been made by his predecessor. Bad debts have been collected, and the business put in a comparatively healthy condition. He was badly handicapped to start with by undertaking to keep the former Vice President

E.C.S. -2-

and Secretary on his pay roll, the latter being a brother-in-law of our Mr. Earl. Having been accustomed to draw good salaries, without any personal supervision over them, they naturally feel very much disgruntled that Mr. Merrill does not allow their salaries to be continued without corresponding service being rendered. Soon after his taking charge we lost, through ill health, our strongest man in the concern, Mr. Wachs. Mr. Merrill sees enough in the future of the business to be warranted in securing more of the stock.

Now, as to Mr. Nellis, I believe that he is a strong man, and will be valuable in the gas producer business if his energies are not divided. To make that a success his undivided effort should be given to it. I do not think he is nearly so well adapted to manage the details of the manufacturing business as is Mr. Merrill. It was while Mr. Nellis was virtually the financial manager that the Western Gas Engine Co. practically paid dividends out of its capital, and also during a panic piled up \$65,000 worth of merchandise, to pay for which required the sale of treasury stock, and also the peddling off at a loss of some of the merchandise.

I am at a loss to know just what kind of a proposition ~~we~~ *to* suggest to Mr. John A. Merrill. In my last interview with him, I found that he expected to sell the Nix-Frost producer for \$100,000, \$50,000 of which is to go to Mr. Frost. Inasmuch as we have spent, as nearly as I can learn, some \$90,000 in the development and testing of this gas producer, it has occurred to me that to avoid entirely burning our bridges behind us, we might make an alternative proposition, - say, we will sell outright for \$75,000, or we will accept \$50,000, relinquish-

E.C.S. -3-

ing all rights excepting a shop right for the Western Gas Engine Co. A shop right for this, with virtually half interest in the Grine-Nellis producer, would be good makeweights in case we were making a sale of the Gas Engine Co.

It is a source of encouragement that the stockholders of the Western Gas Engine Co. all met their assessments. Now, if we could arrange for every stockholder to shoulder his proportion of the indebtedness, so that we could start on a new lease of life without debt, we would immediately be on a dividend paying basis. It seems to me that this is the rational way for business men to look at this proposition, and having it on such a basis, it would commend the respect and confidence of investors.

Yours very truly,

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50

Mr. James Edwards,
Upland, Cal.

Nov. 2, 1910.

Dear Sir:

Enclosed find check for \$93.67.

I am not certain that I will be here on Friday. Miss Crowell has just returned to work this week after being absent six weeks, and the orchard accounts cannot be written up in that time. When you come over for a settlement I think we had better clean up the whole business to date,- that is, have the accounts made up for the last year's crops.

Yours truly,

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436

Dr. J. A. Gordon,
O.T. Johnson Bldg.,
City.

Nov. 2, 1910.

Dear Dr. Gordon:

I find a note from you, stating that I have been appointed by the Synod as a member of the committee on Sabbath observance, to serve for three years. Beg to say that I am so situated that I can not give this matter any attention, and hence must decline to serve.

Yours very sincerely,

Nov. 2, 1910.

Mr. W. K. Thompson,
2619 Orchard Ave.,
Los Angeles, Cal.

Dear Sir:

Yours of Oct. 31st, together with letters from J.R. Hughes and L.S. Bowen, attached thereto, have been read. I return the letter two herewith.

I am only one of the Board of Directors, and not in a position to determine as to the exact merits of the case referred to, but it seems to me that whether on business for the company or not, the company could not reasonably be expected to assume responsibility for the consequences of reckless or careless driving of an automobile. Children have rights in the street just the same as automobile drivers, and should be looked out for. If I were out on business for the Union Oil Company, and should run over a child in the street, I would not think of having the Union Oil Company become responsible, even though I had not been driving recklessly.

If the matter has not been presented to the Board of Directors, I would suggest that you come before it and state the case, and let them assume the responsibility for the course which they will pursue.

Yours truly,

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

Nov. 2, 1910.

Dear Mr. West:

Yours of the 27th ult. at hand. Am sorry to learn that your health has not improved, but glad that you are making good use of the Testaments and portions.

Enclosed find my check for \$25.00.

Yours very truly,

Nov. 3, 1910.

Mr. I. W. Hellman,
c/o Wells Fargo Nevada National Bank,
San Francisco, Cal.

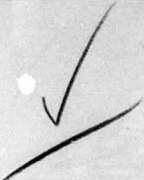
Dear Mr. Hellman:

Instead of waiting for the return of Mr. Watchorn, who will not arrive in New York until the 4th inst., and may be detained some days before reaching Los Angeles, - I beg to call your attention to the little financial scheme to which I referred in my letter of Oct. 31st, and enclose herewith letter from W.L. Stewart, Manager of our Executive and Field departments, which will explain itself. This letter is intended to be suggestive rather than an absolute proposition. My purpose in sending it to you is that you may criticise the plan, suggest desirable changes, and also indicate whether there is anything in it that would be of sufficient interest to you to warrant you in considering the handling of the proposed debentures.

An early reply will be appreciated.

Yours very truly,

P.S. For your further information would say that the Producers' transportation Co. is capitalized at \$7,000,000, of which the Union Oil Co. owns \$4,494,000. It has a bond issue of \$3,500,000 12 year 5% bonds, 10% to be retired annually after two years. The Union owns 905 of these bonds. The Union's officers are also large stock and bond holders in the Producers' Transportation Co.



November 2d, 1910

Mr. F. B. Oliver,
24 California Street,
San Francisco, Cal.

Dear Sir:

As requested in your letter of 2d inst., I have today addressed communication to Mr. James Jerome, Manager of the United Steamship Company, San Francisco, as per draft submitted by Samuel Knight, Esq., as per copy hereto attached.

I note that you have not paid the last judgment against Union Oil Company and intend to hold funds until satisfactory acknowledgment of letter addressed to Mr. Jerome is received.

Yours very truly,

President

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54

Nov. 4, 1910.

County Tax Collector,
City.

Dear Sir:

I am in receipt of tax bill No. 115,550 in the name of Sarah Stewart, covering property in Long Beach, which I am returning herewith. Mrs. Stewart's name is Sarah A., and her property is located in this city on Miami St.

Kindly send correct bill, and oblige.

Yours truly,

✓
265

Nov. 4, 1910.

Rev. Hugh W. Gilchrist, D.D.,

Dear Dr. Gilchrist:

As expressive of my appreciation of the good work which you have been doing at Mt. Hermon, I hereby pledge towards the support of the work of the Mt. Hermon Association twenty-five hundred Dollars, (\$2500), Five hundred dollars (\$500) to be paid on or before June 1st, 1911, and Five hundred dollars(\$500) on or before June 1st of each year thereafter until the entire amount is paid.

I reserve the right, in case teachers should be allowed on Mt. Hermon platform who deny the full and supernatural inspiration of the Scriptures, the absolute deity of our Lord Jesus Christ, and salvation only through His atoning sacrifice, to cancel such part of this subscription as may then remain unpaid.

Yours very sincerely,

✓
✓

November 5, 1910

Mr. J. G. Chown,
75 Sutter Street,
San Francisco, Cal.

Dear Mr. Chown:

Yours of the 4th inst., at hand. In reply
beg to say that the Union Oil Company's properties are
not for sale. We have had overtures in the past few
months from several sources, but we have made the reply
that our properties were not sufficiently developed to
warrant us in putting a price on them.

With kind regards to Mrs. Chown, I am, as
ever,

Yours very sincerely,

✓
73

Nov. 7, 1910.

Mrs. Alma J. Watchorn,
2706 Wilshire Blvd.,
City.

Dear Mrs. Watchorn:

I certainly would not judge from your letter that you had not been accustomed to soliciting funds for benevolent objects.

I think I must have failed to make Mrs. Chichester understand that all of my available resources for benevolent work were not only already appropriated, but that their future, to a considerable extent, is mortgaged, and hence that it was impossible for me, - except by diverting from other and very important channels, - to do anything further for the Y.W.C.A.

(On the last Friday of every month the workers of the Bible Institute have luncheon together, and give brief reports of their work for the month, and I asked Mrs. Chichester to come to our next meeting and to bring you with her, that you may get some idea of the general character and scope of the work that is being done by our Bible Institute. I believe that after attending one of these meetings you would heartily concur in my views that it would not be wise to divert funds from this work to help any other organized work in our city. The Bible Institute, being a comparatively new organization, necessarily has very few friends to contribute to its support, while the Y.W.C.A. is not only widely known, but its work appeals to the public at large.)

Regretting that I cannot give a more encouraging response to your first attempt at soliciting funds, and praying that the

Lord will make the Y.W.C.A. a great blessing to its members, I am,

Yours very sincerely,

15
59

Nov. 7, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Enclosed find letter which was evidently intended for you.

I quote from a letter under date of Oct. 30th from Dr. A.C. Dixon of Chicago, as follows: "I heard recently of the serious illness of your brother's wife, and it may be of some comfort to him to know that a group of us have been praying for her and also for him."

The fact that the doctors now find no trace of Bright's disease in Ella indicates that the Lord has answered prayer in her behalf, and we trust and pray that our prayers may be fully answered, in her restoration to health, and in her becoming a faithful witness for the Lord Who has answered prayer for her.

Mr. Watchorn arrived in New York on the 4th inst. The syndicate failed to sign up before he left, but he has had two cablegrams from them since, offering to sign. They have been so cold-blooded and conscienceless in their negotiations, that we all feel afraid to tie up with them, and have favored Mr. Watchorn's withdrawing from the negotiations altogether.

There is nothing special from the oil fields excepting that indications are now that the Lost Hills may develop into a very extensive field of shallow territory. Being so short of funds, we have not made any move to get in there, but properties are being offered us which we may secure.

M.S. -2-

The Lakeview is holding along steadily at about 13,000 bbls. per day, and is still by far the best well on the coast. We have two or three wells on the Sage and Webster near the Lakeview that have been cemented and ready to drill into the oil sand.

With love to Ella, I am,

Yours affectionately,

✓
272

Nov. 7, 1910.

Mr. William Garland,
903 Union Trust Bldg.,
City.

Dear Sir:

Enclosed herewith find my check for \$15.00, to apply on
the rent of Mrs. Breakey, who lives at 936 S. Hope St.

Yours very truly,

November 8th, 1910

Mr. Thomas Meredith,
Duarte, California

Dear Mr. Meredith:

Your very welcome letter is at hand. I, of course, remember you very well. I often think of you and have wondered whether you were still in the land of the dying. Your letter informs me and I feel sure that you have a hope of an inheritance in the land of the living, through your faith in our Lord and Saviour, Jesus Christ.

Answering your questions: I do not know about the Pyramid Oil Company, whether it is established on a good basis or not, or if so, whether it would be so maintained. I do not know any of the people in it.

Nor do I know of anyone who would like to exchange Union Oil stock for property on North Broadway.

The market price of the stock of the Union Oil Company varies from day to day. It is selling at the present time, I think, at about \$10.00 per share. Its dividends, commencing with this month, will be 60¢ per share per month.

With kind regards to Mrs. Meredith, and wishing you both the peace and joy that comes from trust in the Lord, I am, as ever,

Yours very sincerely,

24
256

November 8th, 1910

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

Dear brother West:

Yours of the 7th at hand. Glad to learn
that your health is improving. I am pleased to say that I
have a Scofield Reference Bible.

I will ask the Bible House to send you
another hundred of the booklets, "Truth".

Yours very sincerely,

18
221

November 8th, 1910

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

Dear Mr. Sterling:

Yours of the 3d inst., at hand. I had misunderstood your suggestion in reference to Mr. Nelles, and am glad to receive your explanation.

I have just written to Mr. John A. Merrill saying that I had consulted several of the Directors of the Western Gas Engine Company and that they were willing to give him a four months' option for the sale of the Mix-Frost gas producer patents and rights thereunder, outright, for \$75,000.00, or we would sell for \$50,000.00 reserving a shop right to manufacture gas producers for sale with engines of our own manufacture.

Yours very truly,

November 8th, 1910

Mr. James J. Chichester,
#630 West LaFayette Avenue,
Baltimore, Md.

Dear James:

Your interesting letter of the 1st inst., at hand. We are pleased to have our stockholders express their views in reference to the policies of the Union Oil Company.

The large degree of success which has attended the business of the Union Oil Company has been, to a considerable extent, the result of having capital with which to make investments. This capital has been secured through either the sale of stock or of bonds. The income from the properties thus purchased will pay their original cost many times over. It is quite proper to use the proceeds of bonds for the enlarging of the Company's plant, and this plant, to a very considerable extent, consists of producing wells, and while the interest and sinking fund charges, as you say, will be enormous, the income will doubtless be correspondingly large.

Of course, we are a long ways from the world's markets and hence more ships will be required to reach them. We have been supplying foreign markets for a number of years and our foreign trade is growing and is profitable, so we are not dependent entirely on the local market. Besides, the local market is rapidly expanding with the general growth of the business

-2-

on this coast, and an immense amount of drilling will have to be done in order to maintain an adequate supply, the present over-production being only a temporary condition.

Your reference to \$10,000 being the cost of a well ten years ago is correct, but the cost now runs from, say \$10,000 to \$50,000, the average in our territory being about \$20,000, as stated in our circular letter of September 20th.

With so many stockholders we get a great variety of expressions from them. Some think we ought not to pay dividends, but use all our money for enlarging our business. Others think that we ought to pay larger dividends and use proceeds of bonds for all of the development work, but the happy medium is what we will aim for, and our policy will be to distribute at least 50% of our net earnings in dividends to our stockholders. Would suggest that you read our circular letters carefully.

With regards to Mrs. Chichester, I am, as ever,

Yours very truly,

President

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November 8th, 1910

Miss Sara T. Bingham,
1133 Ingraham Street,
Los Angeles, Cal.

Dear Miss Bingham:

I am sure you will feel disappointed that I did not respond favorably to the call for literature for Silliman Institute. I would have been only too glad to have had a part in such a good work, but the fact is I am obliged to say "no" to many very worthy objects. My available resources are not only all pledged, but mortgaged for some time in the future.

I am sure that there are people in our Church who will be glad to supply this call from Silliman.

Yours very sincerely,

✓
223

November 8, 1910

Mr. S. I. Merrill, Secretary
c/o California Industrial Company,
Los Angeles, California

Dear Sir:

Enclosed herewith find my check for \$200.00,
to cover the call made by the Potter Furnace Syndicate
on November 5th, for the purpose of continuing its ex-
periments.

Yours very truly,

11
45

PERSONAL

November 9, 1910

Dear Mr. Watchorn:

We are plodding along here at our usual gait and under the usual financial pressure. We have had some talk with Adams & Company in reference to the sale of 2,000 shares of stock, one-half Provident, and they have been insisting on getting it at \$97.50, the same as before the dividends were increased, and they seem to be holding the market down until they can secure it. I have said to them that, to accommodate them, I would consent to their getting it at par, but wouldn't consider anything below that. Mr. Martin immediately replied that he would not tell Mr. Torrance because Mr. Torrance was willing to pay \$102.50, and that they had frequent quarrels with Mr. Torrance because they thought he was more loyal to the Union Oil Company than he was to James H. Adams & Co. However, they continue to come back with the proposition of \$97.50. They have been making a complaint to W.L. of bad treatment on our part, saying that they have done so much for us, -in the past few months they had raised \$4,000,000 or \$5,000,000 for us, and that we had secretly sent you off to Europe to negotiate independently of them, and reported that you had gone on your vacation. They said they thought it was very bad treatment but that ^{they} did not say anything about it. I mention this matter just for your information, that you may understand what the situation is. While our relations with them are cordial, yet we may expect them to "cinch" us to the limit if we have no other resources. I think the purpose of our

-2-

Directors in asking you to return immediately to Los Angeles for a conference, was that they might project some stock and bond deal with our own stockholders, or possibly, to submit some scheme for financing which would accrue largely to the interest of the bond houses here. You can, of course, appreciate how anxious I feel to have our financing done largely independently of these houses, if possible.

W.L. has just come in, and I infer from his remarks that Adams & Company will not pay over \$97.50 for the debentures, and possibly not that amount. I replied that I would not consent to their issuance if they were to be sold at that price. He also made the suggestion that we make the amount \$1,000,000, as there probably would be a demand for that amount before completing the details of the plan.

Although you have been away a good while, I presume you will not feel as though you had had much of a vacation, and I do not feel as though I had had very much of a vacation myself, because of the constant anxiety about the general conditions, so when you return I may take another week or two off and get toned up again.

From what you have said about your London syndicate being in constant communication with San Francisco, I fear that, to the extent you have made concessions to the London syndicate, you will be expected to make similar concessions in any negotiations which you may take up. However, the fact of your having yourself withdrawn from those negotiations will doubtless be in your favor if other negotiators are disposed to take advantage of the concessions made.

93-

Wishing you abundant success, and praying for the Lord's blessing upon you, I am, as ever,

Yours very sincerely,

P.S. Mr.Kellogg has just informed me that Mr.Martin had asked him whether he had seen his plan that he had worked out for financing our Company;that he had given it to W.L. W.L. hasn't said anything about it. Now,we would very much prefer to work on some practicable financial plan that wasn't of their devising. I cannot help feeling that there was some design in their requesting that you come immediately here for conference, so that you might come with empty hands, as it were. I cannot help feeling that some of our friends would be better pleased at your not succeeding in your efforts,than otherwise. You will doubtless make up your mind that I am a very suspicious man, but I assure you that that is not one of my characteristics.

✓

November 9th, 1910

James Clarke & Company,
35 West 32d Street,
New York

Gentlemen:

I have finally succeeded, through receiving your receipt for the delivery of the books, in discovering them. They were received during my absence and chucked away into a dark closet and nobody remembered them. I am sorry for the annoyance which has been caused in consequence. Enclosed find draft on New York for \$17.10, as per yours of Sept. 21st.

Yours very truly,

Form 2289

NIGHT LETTER
THE WESTERN UNION TELEGRAPH COMPANY

25,000 OFFICES IN AMERICA INCORPORATED CABLE SERVICE TO ALL THE WORLD
ROBERT C. CLOWRY, PRESIDENT BELVIDERE BROOKS, GENERAL MANAGER

RECEIVER'S NO.	TIME FILED	CHECK
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SEND the following NIGHT LETTER subject to the terms on back hereof which are hereby agreed to

LOS Angeles, Cal., Nov. 9, 1910

Robert Watchorn,

The Chelsea, West 23d St., New York

Andrews cannot go further with bond and trust deed until details of sinking fund, places of payment, convertibility, denomination etc., are determined. Some directors object to convertible clause but if necessary can be made applicable to a reasonable portion of the bonds.

LYMAN STEWART

(Chg. Union Oil Co. of California)

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November 9th, 1910

James Clarke & Company,
35 West 32d Street,
New York

Gentlemen:

I have finally succeeded, through receiving your receipt for the delivery of the books, in discovering them. They were received during my absence and chucked away into a dark closet and nobody remembered them. I am sorry for the annoyance which has been caused in consequence. Enclosed find draft on New York for \$17.10, as per yours of Sept. 21st.

Yours very truly,

45
60

November 9th, 1910

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

Dear Mr. Watchorn:

Your letter of October 26th at hand. I think you have been fortunate, as you say, in discovering the size and condition of the teeth of your London friends before getting any further into the woods with them. I think our entire Board, after reading your letters, were unanimous in the expression of their opinion that the men composing this London syndicate were not the kind of men to be allied with for a long term of years, and that your course in resisting their demands and finally withdrawing from the negotiations, was a very wise move.

As per our lettergram of the 2d inst., to save time I wrote to Mr. Hellman for his advice in reference to the Producers debentures. I have just now received his reply, copy of which I enclose herewith.

At the last conference of Directors, the convertible clause in the bonds was pretty seriously opposed, and Mr. Earl recommended that the bonds be printed without a convertible clause, and then in case we find it necessary to sell a block of them with a convertible clause, that it could be printed on that particular block, but would not affect the entire issue. This strikes us as being a desirable way of relieving

ourselves from the embarrassment which otherwise might result from a general convertible clause inserted in the bonds.

In our lettergram of November 2d, I may not have correctly conveyed to you the expressions of our Directors. Their expression was that you return immediately to Los Angeles for a conference, and it was my suggestion added that you first feel the financial pulse in New York and then come to Los Angeles. It was also the expression of opinion, through Mr. Torrance, that it was too early yet to see Mr. Mitchell in reference to the extension of the Chicago loan. However, as the time is not very long, it would seem to me to be wise to take the matter up personally on your way home. Money seems to be pretty easy in Chicago. During the Bankers' Convention, one of the officers of the largest bank in Chicago told Mr. Torrance that he had given orders to his bank to buy a quarter of a million of paper a day until they had placed fourteen million dollars. From this fact we infer that there probably would be no trouble in your not only getting an extension of our loan, but a probability of being able to increase it. However, if increased, I think it would be wise to have it cut into two or three parts so as not to have it all mature at one time. You will, of course, use your judgment in this matter.

Wishing you success in your investigations in the East, and hoping to see you here very soon, I am, as ever,

Yours very truly,

President

✓
57

Nov. 10, 1910.

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

Dear Sir:

Yours of the 5th and 8th insts. duly received. You make a good argument for your system of picking fruit, and not being personally familiar with the details of your plan, I am disposed to rely on your judgment.

I note what you say in reference to the Bowen lot, and recommend that you consult W.B. and put it on the market.

Yours very truly,

21
153

Nov. 10, 1910.

Mr. James Edwards,
Upland, Cal.

Dear Sir:

I hand you herewith letter received from Mr. J. A. Beattie, from which you will see that I took up the matter of the method of picking fruit, and he seems to make a pretty good argument against going back to the old method. You might show this to Mr. Gansby, and then return to me.

Yours very truly,

✓
452

Nov. 10, 1910.

Mr. Fillmore Condit,
17 Battery Place,
New York.

Dear Mr. Condit:

Yours of Oct. 27th, enclosing carbon copy of letter to A.C. Stewart, duly received. I was pleased to hear from you so fully in reference to the carburetor business, but sorry to learn of the drawbacks to the introduction of the "Stewart." I had not known before that any defective carburetors had been shipped from the factory. This, of course, was a very serious mistake, and I trust will never be repeated.

I can hardly agree, however, with your statement that the Stewart carburetors have not sufficient superiority or reliability to enable you to win business. In nearly all instances where they have received a fair trial they have proved very much superior to others.

I agree with you that Los Angeles is not a favorable manufacturing point for supplying eastern trade, and when the carburetors are more generally introduced, they will, of course, have to be manufactured on the Atlantic side of the continent.

Regretting the annoyances and difficulties which you have encountered, and trusting that you will appreciate the fact that I thought I was throwing a good thing your way, I am, as ever,

Yours very sincerely,

✓
71
Tax Collector,

San Bernardino, Cal.

Dear Sir:

Will you please mail to me my tax bills for the current year on property owned by me in San Bernardino County, and oblige.

Yours very truly,

Nov. 11, 1910.

Mr. Ben Pearson,
Supt. Edison Electric Co.,
City.

Dear Mr. Pearson:

Enclosed find my check for \$10 for your Union Rescue Mission Thanksgiving. Am very glad to hear of the very satisfactory results of your last Thanksgiving Day's work.

Yours very sincerely,

27
484

Nov. 11, 1910.

Mr. W. O. Welch, Co. Tax Collector,

City.

Dear Sir:

Enclosed herewith find my check for \$411.61, being the first installment of taxes on my property, as shown on bill No. 25926, enclosed herewith; also my check for \$35.90, being total tax on property of Sarah A. Stewart, as per bill enclosed, - No. 45411.

Yours truly,

483
Nov. 11, 1910.

Mr. Clarence M. Taggart, City Tax Collector,
City.

Dear Sir:

Enclosed herewith find my check for \$415.42, being first installment of taxes on my property, as per bill enclosed herewith, No. 25385; also my check for \$35.36, being total tax on property of Sarah A. Stewart, as per enclosed bill No. 62073.

Yours truly,

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241

Nov. 11, 1910.

Rev. Wilbur W. White, D.D.,
541 Lexington Ave.,
New York City.

Dear Dr. White:

I want to thank you for your letter of introduction given to Mr. H. S. Kimura. It has been a real blessing to meet him, and he has given our Bible Institute workers quite an uplift, and the Fishermen's Club of the Bible Institute has adopted him as their missionary in Japan. He has been doing a good work here among his own countrymen.

Yours very sincerely,

the fruit is cleanly picked. I went through Mr. Burkholder's orchard after the picking was completed last spring, and I found eighteen oranges in one tree, and from twelve to sixteen in a number of others, just in walking casually through the orchard, and I learn that in one of the other orchards twenty-two oranges were left in one of the trees. Now, if these pickers were under the control of our orchard superintendents, they would see that these trees are picked cleanly; that the ladders are handled in such a way as not to injure the trees, and the time of the men would also be correctly kept. By this I do not mean to reflect on the manner in which the time was kept before, but as you can readily see, with several gangs picking in different orchards, the Superintendent could not be present in each one to check the men's time on arrival nor on quitting, and hence there necessarily was some advantage taken.

Trusting that you will see the importance of making these concessions to our superintendents, and of establishing a basis on which all can heartily co-operate in these improved methods of handling the fruit, I am,

Yours very truly,

49
152

November 12, 1910

Mr. J. A. Beattie,
Upland, California

Dear Sir:

Since writing you on the 10th inst., I have had an interview with a couple of our orchard superintendents, and they tell me that they do not advocate going back to the old system of picking fruit, but what they do insist on is the right to direct the men who are working in their own orchards. These men refuse to be directed by them at all in the way of handling their ladders, or loading the fruit. They were irregular in their time and the Superintendent some days did not see them at all, so they were without a boss. In other words, they were working a good deal on the go-as-you-please plan. As our Superintendents argue, and I can readily see, they can follow your plan of numbering the pickers and marking their boxes so that you can have just as perfect a check on the pickers as you have under the present system, and a good deal better control of the men. As I stated in a previous letter, your plan of having a General Superintendent over the pickers, I think is a very good one for small orchards, but where the work is organized as it is in our orchards, I believe that we would obtain better results by allowing our own superintendents to have control of the pickers while in their orchards. There would be no objection to your Superintendent having the management of the camps, -in fact, looking after the business in general, but our superintendents must have the right to protect their trees from injury and to see that

the fruit is cleanly picked. I went through Mr. Burkholder's orchard after the picking was completed last spring, and I found eighteen oranges in one tree, and from twelve to sixteen in a number of others, just in walking casually through the orchard, and I learn that in one of the other orchards twenty-two oranges were left in one of the trees. Now, if these pickers were under the control of our orchard superintendents, they would see that these trees are picked cleanly; that the ladders are handled in such a way as not to injure the trees, and the time of the men would also be correctly kept. By this I do not mean to reflect on the manner in which the time was kept before, but as you can readily see, with several gangs picking in different orchards, the Superintendent could not be present in each one to check the men's time on arrival nor on quitting, and hence there necessarily was some advantage taken.

Trusting that you will see the importance of making these concessions to our superintendents, and of establishing a basis on which all can heartily co-operate in these improved methods of handling the fruit, I am,

Yours very truly,

32

62

Nov. 12, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

I sold yesterday 25 shares of Union for you at \$102.25, and today 75 shares at \$102, less commission. Received gross amount on these sales, so I have charged your account on my books with the commission, which amounts to \$51.05. The checks will be turned over to the Union to apply on your stock subscription.

The market for our stocks has been hammered pretty well, and I do not know what the result will be, but I will try and get a better price for another hundred shares for you. Anyway, this will give you a little margin on your stock subscription.

I enclose duplicate deposit slip of Farmers & Merchants Bank, covering your Newlove dividend, amounting to \$2404.50.

With love to you and Ella, I am, as ever,

Yours very affectionately,

47
75

69

Nov. 12, 1910.

Mr. Robert Watchorn, Personal.
Hotel Chelsea,
New York.

Dear Mr. Watchorn:

Enclosed find copies of letters from I.W.Hellman and James H. Adams & Co., which I referred to in my lettergram of this date. I did not see Adams & Co's letter until in a committee meeting this morning, when Mr. Andrews presented it. I had supposed that they were going to offer us 97½ for them. I presume that they have practically already placed them, and that they had committed Mr. Hellman to a block of them before I had written him. This, however, may not be correct.

The letter of Adams & Co. shows what kind of treatment we may expect if we are in their power. The brokers complain that Adams & Co. are bearing the market on our stocks, and I am suspicious that their motive for doing so is that they may buy a block of treasury stock from us at a more advantageous price than they otherwise could do.

We sent you a couple of telegrams yesterday, giving the result of our deliberations in executive committee yesterday. Some of our directors are very much opposed to the convertible clause in the bonds, unless it is for a very short period. Personally, I would not be so tenacious on this point. However, I would think more favorably of a larger discount on the selling price than of inserting a very favorable (to the purchaser) convertible clause. The second telegram was intended for you to understand that you had some lee-way in this matter.

Yours very sincerely,

November 15, 1910

Mr. Louis F. Wachs,
Roswell, New Mexico

Dear Mr. Wachs:

Yours of the 7th inst., was duly received and was handed over to our Sales Department to obtain the necessary information, and I notice that our Mr. Botsford has written to you giving you some suggestions about the difference between Kansas and California distillates. There is even a greater difference than this between California and Pennsylvania. We used to figure 10°, but this is probably not just what you wanted to know, and I am not enough of an expert in these matters to give you very definite information. My impression is that if you get goods of the same gravity which vary in character, it is because they have raised the gravity of an inferior article by putting lighter material into it, and what you should have is what a refiner, I think, would designate as a "straight cut" and not a blended article.

I was glad to hear from you, and trust that you will be able to secure a first-class distillate and succeed in selling a large number of engines.

I am also glad to know that your health has improved, and pray that the Lord will restore you to perfect health, and with it give you His richest spiritual blessings as well.

Yours very sincerely,

59
74

Nov. 15, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Yours of the 10th inst., enclosing proxies from yourself and Mrs. Dutton, at hand. I enclose herewith blank proxy for Ella, but if it will be any tax on her to sign it, do not try to have her do it, for we have plenty.

We are very much distressed at the unsatisfactory news from her. We had felt that the Lord was answering prayer for her, and that she would yet be restored to such a degree of health as to be able to consider the things pertaining to her spiritual and eternal welfare, by accepting and confessing the Savior in such a way as to give you the highest degree of comfort, because of the assurance of its being well with her. You have not told us in any of your letters whether spiritual matters have been presented to her, or whether she has in any way indicated her interest in her condition. Wish you would write us more fully. Has she been sufficiently relieved from her delirium at any time to give thought to herself or her friends?

It was an oversight on my part in not mentioning the price on the Puente property. It is \$1,000,000. We also have an offer of an option on the Victor Hall properties at \$1,250,000. This latter is a more attractive proposition at present than the Puente. It is doubtful, however, whether we will consider seriously either one, and yet we may, for the propositions do not involve cash, but, in the case of the Puente an exchange of their properties for our securities, and in the case of

583
M.S. -2-

the Hall, securities issued upon the properties, guaranteed by us.

Mr. Watchorn telegraphs from New York that he feels greatly encouraged, and that parties will be here to make an investigation between the 15th and the 20th. Mr. Schiff had requested him to remain there a few days. He has been invited to the homes of both Mr. Schiff and Mr. Fisk, of Fisk & Robinson.

We were very sorry to learn of Mrs. Byles' death. The tanks of our old neighbors are becoming very much depleted, which impresses us more and more with the fact that we are in the land of the dying, rather than in the land of the living, as we sometimes flatter ourselves.

With loving regards to Ella, and trusting that you will be on your guard not to allow yourself to be overtaxed and worn out at this season of the year, and praying that the Lord will manifest Himself graciously to you both, I am, as ever,

Yours affectionately,

13
 Mr. O. T. Johnson,

1225 Orange St
 City.

Nov. 18, 1910.

Dear Mr. Johnson:

(I trust that in my giving letters of introduction to Rev. Jamison and Gilchrist I have not annoyed you. The objects for which they are working are of such great importance that I felt that it would be both unkind and unneighborly not to let you know about them. Investments which will count for both time and eternity I like to make, and have my friends share the privilege with me, but I will not continue the practice of giving letters to you unless I have your consent to do so.)

I have wanted for a long time to have a good talk with you, but business seems to have been in the way. We have been in its grind so long that it has become almost a second nature to us, and we cannot readily shake it off. We need something better to take its place. The temptation is to hold on to our worldly cares, notwithstanding the solemn warning of our Lord in Matt. 13:22, which says, "He also that received seed among the thorns is he that heareth the word; and the care of this world, and the deceitfulness of riches, choke the word, and he becometh unfruitful." The Scriptures also warningly declare, "Charge them that are rich in this world that they be not highminded, nor trust in uncertain riches, but in the living God, who giveth us richly all things to enjoy; That they do good, that they be rich in good works, ready to distribute, willing to communicate; Laying up in store for themselves a good foundation against the time to come, that they may lay hold on eternal life."

(The objects for which appeals are being made seem to be legion. Some doubtless are of the Lord, but as we cannot well have a

part in all the ... of the county, carefully to discriminate ...

are such, ... the servants. As I see the ... in the comparative ... empire ... the ... of European ... we may expect ... seaboard. ... upon the ... think of these ... art come to the ...

Francisco. ... itual foundation ... anarchy ... places in ... villages ... Sunday school ... ville ... church ... side of ... some of ... as to the ... Los Angeles ...

... towards worldly ...

O.T.J. -2-

part in all of them, it becomes us, as stewards of His bounty, carefully to discriminate between them.

Both the opportunities and the responsibilities here are such, it seems to me, as the Lord rarely gives to His servants. As I see the situation, if conditions continue normal there will, in the comparatively near future, be built up on this coast an industrial-commercial empire such as the world has not even dreamed of, and with the hordes of European immigrants that will come here when the Isthmian Canal is opened, we may expect to soon have a denser population than that on the Atlantic seaboard. The religious condition of this empire will depend largely upon the character of the foundations which may be laid now. When I think of these things, the question comes to me, "Who knoweth whether thou art come to the kingdom for such a time as this?"

(We have a very sad and impressive object lesson in San Francisco. The founders of that city had little regard for moral or spiritual foundations, with the result that now, a condition bordering on anarchy prevails there. Spiritual and moral conditions in many other places in our state are also deplorable.) There are some good sized villages on the coast line of the S.P. where there is neither church nor Sunday School. When on our summer auto trip we found that from Placerville to Tahoe City, a distance of seventy five miles, there was not a church. We met comparatively intelligent men who had never seen the inside of a Bible. Dr. Gilchrist seems to have made a careful study of some of these conditions, and the Lord, I believe, has given him a vision as to the only remedy or antidote. This he sees already introduced in Los Angeles in the manifold work of our Bible Institute.

(Now, with the general trend towards worldliness, for-

O.T.J. -3-

mality, and to an absolute departure or falling ^{away} off from the faith, as foretold in the Scriptures, (2 Tim. 3:4-5, 1 Tim. 4:1, 2 Thess. 2:3) the spiritual and eternal welfare of our children and grandchildren will be greatly imperilled. It would surely be infinitely better for them to be placed in an environment which is conducive to spiritual growth, than to have an abundance of this world's goods, and fall into habits of self-indulgence, and drift away from spiritual things.)

My observation has been that money which has not been earned by them, coming into the hands of young people, more often proves a curse rather than a blessing, because it deprives them of those experiences which are absolutely essential to the development of strength of character and true manhood or womanhood.

(The richest heritage which we can provide for our children is Christian character in such an environment as shall be most conducive to spiritual growth and fruitfulness. Shall we join in the endeavor to provide this environment, remembering that it is not for this life alone, but also for that which is to come, and that God will hold us responsible.)

"When I say unto the wicked, thou shalt surely die; and thou givest him not warning, nor speakest to warn the wicked from his wicked way, to save his life; the same wicked man shall die in his iniquity; but his blood will I require at thine hand.
"Yet if thou warn the wicked, and he turn not from his wickedness, not from his wicked way, he shall die in his iniquity; but thou hast delivered thy soul." Ezek.3:19-19.

(The infallible Scriptures tell us that we must all stand before the judgment seat of Christ to give an account for the things done here in the body, (2 Cor. 5:10.) They also speak of works being burned up, and men being "saved, yet so as by fire." (1 Cor. 3:12-15.) These Scriptures show that it is possible to enter heaven as spiritual paupers, and be poor for eternity by reason of our careless building. Salvation, of course, is God's free gift, (Rom.5:23) but rewards are for loving service. (Mk. 9:41.) Now, the question is, would

O.T.J. -4-

it not be the part of true wisdom, and good business as well, to provide, so far as possible, such conditions as will be most conducive to their highest spiritual welfare, and will also give us the truest joy when called to give our account of our stewardship on the great day of accounting?

Towards providing such an environment we already have a number of agencies in our city, principal among which are the rescue missions, the Bible House and the Bible Institute. With the results of the work of these organizations eliminated, good government in our city would doubtless have been impossible, but we need to go much further than the promoting of good government and humanitarian work, and make the work for righteousness and truth so aggressive that all of the people may learn something of what the gospel of the Lord Jesus Christ can do for them. The latter will necessarily promote the former.

You and I have passed that period in life sometimes designated as "the dead line.") The inspired psalmist says, "The days of our years are threescore years and ten; and if by reason of strength they be fourscore years, yet is their strength labour and sorrow; for it is soon cut off, and we fly away." Ps.90;10.

"As for man, his days are as grass; as a flower of the field, so he flourisheth."

"For the wind passeth over it, and it is gone; and the place thereof shall know it no more." Ps.103;15-16.

Hence it becomes us to get the most out of our lives possible, for the time is short. Their record will soon be closed, and will be unalterable, and it is my earnest desire to have my means transmuted into living gospel truth during my lifetime, for the reason that I believe that this is the wisest thing that I can do.)

Before leaving here last spring, my brother Milton trusted about two-thirds of his fortune, to be used for the promotion

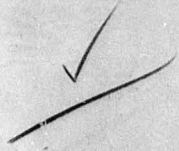
O.T.J. -5-

of gospel work, largely in China, and Mr. W.E. Blackstone is over there now administering a fund provided by him.

Now, my dear brother, I hope you will not misunderstand me. I am not now seeking aid for any of the organizations which are endeavoring ^{to} ~~the~~ promote the spiritual welfare of our city and state, (although larger means would vastly increase their efficiency) but simply to impress on your mind the great opportunity for us, the great responsibility upon us, and the infinite value it will be to us, to get a right view of these great questions, and take wise action in reference to them while we may.

Trusting that you will receive this letter in the spirit in which it is written, and praying that the Lord will so lead us that when called upon to render our account it may be with rejoicing, I am,

Yours very sincerely,



Nov. 18, 1910.

County Auditor,
San Bernardino, Cal.

Dear Sir:

I note from my tax bills that that portion of my property designated as follows, "South Side Tract, All Blk. 187, E. $\frac{1}{2}$ 188, all 208, 209, 210, (except R.R. in 187, 188, 209, 210), " was sold in June 1909 for unpaid taxes. We are at a loss to understand how this could have occurred, as we hold receipted bills for taxes on these same lots. Will you kindly check the matter up and let us know how the trouble occurred, and oblige.

Yours very truly,

52

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Nov. 19, 1910.

County Tax Collector,
San Bernardino, Cal.

Dear Sir:

Enclosed herewith find my check for \$1378.16, in payment of the first installment of taxes on my property, as per bills enclosed herewith.

Yours truly,

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Nov. 10, 1910.

Mr. T. C. Horton,
262½ S. Main St.,
City.

Dear Brother Horton:

Enclosed herewith I return Dr. Gilchrist's prospectus, and letter from Sloan and Lowe. Mr. Kellogg handed the Salvation Army letter to Ben Pearson, which he is to treat with confidence, and says he will see that it gets back to you promptly.

For our next report meeting, as we have talked, there should be invitations sent to some of the ladies of the Religious Work Committee of the Y.W.C.A. Mr. Kellogg has handed me a list of the members, which I enclose herewith. I have already invited Mrs. Watchorn and Mrs. Chichester. Mrs. Chichester, it seems, is not a member of the committee, so I would suggest that you send invitations to such other members as may seem wise to you, keeping in mind your ability to entertain.

Yours sincerely,

30

Nov. 19, 1910.

Mrs. Robert Watchorn,
2706 Wilshire Blvd.,
Los Angeles, Cal.

Dear Mrs. Watchorn:

Yours of the 15th inst., enclosing letter from Rev. Leander G. Chamberlain, duly received. I appreciate your kindness in allowing me to read this excellent letter, which I return herewith. Mr. Chamberlain is evidently a man of close discernment, and appreciates true worth at its full value.

We hear from Mr. Watchorn frequently now, and he is writing in a very cheerful strain. His courage and perseverance are certainly commendable, and we predict for him a successful issue of his undertakings.

Trusting that we may have the pleasure of seeing you on Friday next, with some of the other members of your Y.W.C.A. Religious Work Committee, at the luncheon and report meeting of the Bible Institute, I am,

Yours very sincerely,

62
84

Nov. 19, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Yours of the 14th inst. at hand. We are very much pleased to learn that Ella seems to be somewhat better again. We hope and pray that this improvement may continue. Certainly the Lord must have purposes of mercy in prolonging her life as He has.

I note what you say about our not securing John Eckbert. We had the matter under discussion at one time, and we found that he was not strictly temperate. Later we took up the matter in earnest, but he was not at liberty to make an engagement with us. With Carter and Eckbert in the field the Standard will have a strong team, - that is, if Mr. Eckbert will go to work for the old house again.

The Potter furnace is still going through an evolutionary process, and the expense necessitates a call on the members of the syndicate from time to time. The statement which you enclose I will ask Mr. Iredell to explain to you.

Will and Chester Brown have been up through the northern fields the past week. They report that Doheny's production in the Midway, which a few weeks ago was 30,000 bbls. a day, is now down to 5,000. Our Lakeview, however, is forging ahead at the rate of about 13,000 bbls. per day. We have a couple of wells on Section 35, in which the water has been cemented off, and they are about ready to drill them in. They are near the Lakeview, and we anticipate large wells.

With love to Ella, in which we all join, I am, as ever,

Your affectionate brother,

60
77

Nov. 19, 1910.

Mr. Robert Watchorn,
Hotel Chelsea,
New York.

My dear Mr. Watchorn:

Your very interesting letters of the 12th, 13th and 14th are at hand, and we are rejoiced at the improvement in your prospects, and that you have so many strings on which to pull. We will endeavor to follow as closely as possible all your suggestions and recommendations for the sale of 150 shares of stock to the insurance man, which was a good move and has our approval.

Mr. Kellogg wrote you yesterday in reference to our bank accounts in San Francisco, but I had not explained to him that during his absence Messrs. Hunt and Fleishhacker of the London Paris Bank called to see us, with the complaint that the business we were doing with their bank was not commensurate with the accommodations that they were giving to us, and they were at that time giving us \$50,000 additional, or had recently done so, and we, of course, had to keep up a pretty good show of business there for the present. Mr. Hellman's complaint does not seem to have been in reference to the amount of our deposits, but to the non-activity of the account. When you get your matters satisfactorily closed in the east, I am sure we will be able to put our banking matters here in a shape that will be more satisfactory both to us and to our banker friends who have been loyal to us.

There is nothing specially new to report. W.L. and Chester Brown have been up in the northern field and over the line in

R.W. -2-

the past week. They report that the Doheny production, which a few weeks ago was 30,000 bbls. a day in the Midway field, is now down to 5,000 bbls., but the Lakeview keeps doing business at the old stand at the rate of about 13,000 bbls. a day. The Union has two wells on Section 35, near the Lakeview, which have been cemented successfully and are now drilling into the oil sand. We hope to get some gushers there.

The only criticism we have to make in reference to your letters is that we notice one of them was written on Sunday.

Mrs. Watchorn has kindly given me the privilege of reading a letter from Rev. Leander T. Chamberlain, who seems prepared to vouch for your good conduct while away from home. It is a great thing to have friends.

Yours very sincerely,

P.S. Since dictating the above, Mr. Chester Corey, 204 Dearborn St., Chicago, with H.W.Harris & Co., called to see us about the sale of our bonds. Says they do not underwrite, but buy outright. He asked us a good many questions about our business, etc., and we have referred him to you, giving him your New York address. He expects to be in New York about week after next, and he may possibly call on you. We did not tell him that you were negotiating, but simply stated that as Treasurer this belonged in your department, and we would have to refer him to you.

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78

Nov. 21, 1910.

Mr. Robert Watchorn,
The Chelsea,
New York.

Dear Mr. Watchorn:

Mr. Henry H. Wehrhane called this morning, and is just starting for the Fullerton field with Mr. Orcutt and W.L. He says he does not care to look into the accounts, but wants to see what our properties are like. He seems to want to take only a birdseye view of them, so they visit Fullerton this afternoon, go to Santa Barbara and Fort Harford tomorrow, then to Maricopa, then to Oleum. This, I think, will be the extent of his personal investigations.

Mr. Shirley Ward called this morning to say that he had a banker friend in New York who had written him asking for an opportunity to figure on our bonds. I gave him your address, and asked him to have his friend call on you at the Chelsea.

Wishing you the truest success in your undertakings,

I am,

Yours very sincerely,

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November 21, 1910

Mr. Robert Watchorn,
Hotel Chelsea,
West 23d St.,
New York

Dear Mr. Watchorn:

For your information I enclose copy of letter just received from Mr. Fenn, a newspaper clipping from the "Times" of this morning, and Mr. Bolt has just handed in letter from Eversz & Company, copy of which is also enclosed. I neglected to say in my letter the other day that Mr. Corey, representing N.W. Harris & Company of Chicago, was sent here by Mr. Drake of the Los Angeles Trust Company. Also that he placed a great deal of emphasis on the amount of our quick assets,--that there should be quick assets enough to take care of the bonds issued so that the bond bidders would not have to go into the oil business. I explained to him that in addition to the stocks of oil which we would be carrying in our tanks, we had a good many faucets tapped into large underground reservoir which would be pouring out a constant stream of oil, and that this would constitute a quick asset different from that which could be shown by any other industry. I wrote you this morning in reference to Mr. Shirley Ward. He has since sent me a note saying that he would wire by night letter tonight to his friend, Mr. Shields, New York, asking him to call on you with reference to aiding in placing the proposed bond issue, and

asked me to send the following night letter:

"Mr. Shirley Ward, one of our stockholders, has requested his friend, Mr. Shields, of the bond department of Edmund and Charles Randolph, 111 Broadway, New York, to call upon you relative to placing our bond issue."

Mr. Kellogg seems to be very short of funds for the claims that are due today, and I presume will be sending you a night letter.

Yours very sincerely,

President

P.S. The J.J. Carter referred to is an old acquaintance of mine, and I suppose is one of the ablest field men in the business. He was out here several years ago, opened an office in Los Angeles and started in very boldly insuring territory in the Midway Oil field, when the Standard seemed to get alarmed and called him home. He was very much disgusted, and I had supposed would never again work for the Standard. My brother wrote me the other day that he had learned through Mr. Carter's superintendent, who is an intimate friend of his, that Mr. Carter had been employed to again come to the Coast and handle their field business.

-3-

The brokers have made complaint that Jimmy Martin was going up and down the line this morning telling them that Provident was too high; that there were 1,000 shares being offered for sale, so it looks as though the depression in our stocks was the result of hammering by our supposed friends. They seem determined to get another block of stock from us at \$97.50.

From the number of inquiries that we have had the past few days, it would seem as though bonds should be looking up.

Form 2280

NIGHT LETTER
THE WESTERN UNION TELEGRAPH COMPANY
INCORPORATED
 25,000 OFFICES IN AMERICA CABLE SERVICE TO ALL THE WORLD
 ROBERT C. CLOWRY, PRESIDENT BELVIDERE BROOKS, GENERAL MANAGER

RECEIVER'S NO. 93	TIME FILED	CHECK
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SEND the following NIGHT LETTER subject to
 the terms on back hereof which are hereby agreed to

Los Angeles, Cal. Nov. 21, 1910

Robert Watchorn,

Hotel Chelsea,

New York

Mr. Shirley Ward one of our stockholders has requested his
 friend Mr. Shields of the bond department of Edmund and
 Charles Randolph one hundred eleven Broadway New York to
 call upon you relative to placing our bond issue. All well
 but our friends over the way seem to be hammering our securities

LYMAN STEWART

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Nov. 21, 1910.

Mr. Leslie F. Gay,
2899 Idell St.,
City.

Dear Brother Gay:

Yours of the 18th inst. was duly received. Am very sorry to learn that the young man whom Mr. Matta recommended to you did not make good. I think that in order to secure reliable men for such places they should be obtained from some of our training schools, rather than through the pastors of churches. I think such men would give better satisfaction on the field.

Your explanation in reference to Mr. Miller's situation is entirely satisfactory, and you will please tell him that I appreciate the situation, and that he must not allow it to trouble him so far as I am concerned.

Yours very sincerely,

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Nov. 22, 1910.

A. C. Burkholder,
Upland, Cal.

Dear Sir:

Yours of the 21st at hand. I did not make any reservation in reference to the filling in the reservoir walls. If they are needing more rock you might give them the rest in consideration of leaving the dust for you to fill in where the excavation was made.

How is your crop looking by this time? How many boxes are you going to have?

Yours truly,

74
95

Nov. 22, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Yours of the 16th inst., enclosing your check for \$2500 for Don, was received yesterday. I have not heard anything from them. I infer from your letter that they will come to see me. If I do not hear in a few hours I will call them up. I think you are right in insisting that Arthur and his friends should raise half the amount of money for Don. If they have to do some hustling themselves they will come to their senses. As you say, it would be much better to have this business cleaned up, and then give Don money if necessary, rather than to be constantly pouring it into a hole.

I enclose a letter addressed to us jointly from Mrs. J. Woodbery of Shanghai.

On Nov. 16th I deposited to my account \$250, covering coupons on ten M.T. & R. Co. bonds which you loaned to me, and have given your account on my books credit for the amount.

Adams & Co. seem to be hammering our stocks, and they have got Provident down to par. We will have a great deal to be thankful for when we get into a position so that we can be entirely independent of them. I think their purpose in hammering is that they know we are short of funds, and think we will have to deal through them, and that they will get the rake-off which the bond buyer usually obtains.

We are glad to know that Ella keeps up so well, and we trust that she may yet be restored. However, we are all in the Lord's hands,

and He knows best. The lesson for us to learn is to say "Thy will, not mine, be done."

Your affectionate brother,

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139

Nov. 22, 1910.

Mr. J. D. Miller,
Newton Hamilton, Pa.

My dear comrade:

It is now my turn to apologize. Your very interesting letter of Apr. 19th has been lying on my desk with a large number of others all these months, reply having been crowded out by reason of the pressure of general business. I have been exceedingly busy the past two years. In 1909 Christmas was the only week day that I had off from business, but this year I got away for five or six weeks; took an auto trip up to beautiful Lake Tahoe in the mountains.

I was very sorry to learn that your health is poor, and that you have been advised to give up business in consequence. While this may be disappointing to you, it doubtless is His appointment for you, that you may count it among the "all things" which work together for good to you. I am sure you have a right to count it this way.

I do not know whether I ever wrote you that Mrs. Stewart had an apoplectic stroke a year ago last June, and although she rallied in a few hours, and has been up and about ever since, she is not, by any means, her former self. We feel very thankful, however, that the Lord has spared her to us so long.

My daughter, Mrs. Martin, is living in Cynwyd, Pa., but expects to come home about the middle of next month for the holidays.

In reference to your oil prospects would say that my judgment would be of little value even if I were on the ground. The judgment of a practical oil man is not worth very much in reference to lo-

J.D.M. -2-

calities where the formation is not exposed, but a practical geologist might give you valuable information.

I had a letter from Comrade Pealer last week. He is well, and seems in good spirits. Tells me that he is working on the history of our regiment. The man on whom he had relied to do this work, it seems has passed away, and the chances for completing the history, unless the work can be done quickly, are that it will never be done at all.

Comrade Phipps wrote me very enthusiastically about the reunion this year at Gettysburg. There were one hundred ten of our regiment present. I did not suppose that there were so many living. Four members of our own company passed away within two years after our former reunion in Gettysburg. There may have been others since, so the little remnant of our regiment is disappearing very rapidly.

With kind regards to your family, and praying that you may know the Lord's grace sufficient at all times, I am, as ever,

Your affectionate comrade,

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Nov. 22, 1910.

Mr. A. R. Meserve, Horticultural Commissioner,
206 Equitable Bldg., City.

Dear Sir:

Yours of Sept. 21st was received, stating that you would be around within a week or ten days and advise what action to take in reference to spraying our shrubbery. Some of the trees are badly infected and are suffering. How soon may we expect to see you? I would like to obtain full information as to how to treat for the different varieties of scale without injury to the trees.

An early reply will greatly oblige.

Yours truly,

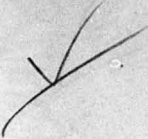
Nov. 20, 1910.

Prof. George L. Robinson,
c/o McCormick Theological Seminary,
2330 N. Halsted St.,
Chicago, Ill.

Dear Sir:

I am in receipt of yours of the 15th inst., explaining some of the needs of your work. In reply beg to say that the work of our Bible House and our Bible Institute, with some other work that I have taken up are taxing my resources to the utmost, and hence it will be absolutely out of the question for me to extend any aid to your work.

Yours very truly,



Nov. 22, 1910.

The Municipal League,
407 Equitable Bldg.,
City.

Gentlemen:

In response to your circular letter of the 17th inst., beg to say that I have assumed responsibility for lines of work which, though not of a political character, will inure to the benefit of the city at large, and which will absorb my available resources. Hence I will not be able to participate in providing the fund to which you refer.

Thanking you for giving me the opportunity, I am,

Yours very truly,

Nov. 22, 1910.

Hon. R. R. Pealer,
Three Rivers, Mich.

Dear Comrade:

Your very welcome letter of the 11th inst. was duly received. I was pleased to learn about your Gettysburg reunion. Wish I could have been with you in that trip over the battlefield.

Am sorry of the interruption in the work on the history. Our comrades are rapidly falling out of the ranks, and if the history of the regiment is to be written, it will necessarily have to be done pretty soon. Am sorry for the drawbacks and disappointments which you have had in connection with it, but whether the work is accomplished or not, I waive my claim to any portion of the one hundred dollars which I have contributed, and if needed, I may be able to give something more towards the completion of the work.

I congratulate you on your successful career. A man with fifty thousand dollars, at your time of life, with freedom from the embarrassment of debt and the necessity for continuing to struggle in your profession, and with ability to take an active part in the matters which pertain to the welfare of your community, I think is as happily situated, so far as the affairs of this life are concerned, as a man well could be; but with a good hope for the future, through faith in the Lord Jesus Christ, you are infinitely better off than any millionaire in the land who does not have such hope. We are assured on the highest authority in the universe that "godliness is profitable unto all things, having promise of the life that now is, and of that which is to come."

Well, the elections are over, with the result in our state

R.R.P. -2-

quite satisfactory, and I trust that we can now dismiss these things which interest and absorb us, and take up the more serious and more important work of bringing the people to the knowledge of salvation through faith in our all-sufficient Savior. Work along these lines will not be mere "wood, hay, stubble," to be consumed in "that day when every man's work shall be tried so as by fire."

With kind regards, wishing you the truest success, and praying for the Lord's richest spiritual blessing upon you, I am, as ever,

Your affectionate comrade,

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Nov. 23, 1910.

Mr. Robert Watchorn,
The Chelsea,
New York.

Dear Mr. Watchorn:

Your favors of the 17th and 18th at hand. Mr. Newlin, of the Farmers & Merchants Bank, was in this morning, and said that he and Mr. Graves had been discussing our bond issue, and he said that in view of the cheap money now in the east, and the generally unsettled political conditions, they felt pretty sure that our bonds would be sold. They think that in view of the political conditions men will not be embarking in large enterprises, and hence money will be seeking investment in order to obtain income. They anticipate a plentiful supply of money. However, you are in a position to feel the pulse of the financial situation much better than can be done here.

Our friends continue to hammer the market, and the prices are still on the decline. The brokers generally attribute this to the one firm, whose name I have mentioned before. Their purpose we cannot divine, unless it is to compel us to come to their terms on our several financial deals that we have in hand. They are offering a thousand dollars difference on an exchange of a thousand shares of Provident for a thousand shares of Union. This would indicate that they had sold short on Union.

I think, in view of our general situation, and the shortness of the time now until the Chicago loan matures, that it would be wise to negotiate a further extension of that loan, rather than to pay

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Nov. 25, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

I find yours of the 3rd inst. on my desk, apparently unanswered.

The new strike to which you refer, in the Santa Ynes, I understand was something of a fizzle. They did strike some oil, I believe, but the sand was very thin, and I think they have gone on and struck water, and have decided to abandon it. Rufus Herron is interested in the well, and it seems that Henry Crocker and some other party own the control of the stock, and they have refused to put up any more money. Whether this is a freeze-out or not, I don't know. It is, however, a long distance from our properties, and even if good would not prove anything. It is something of a relief to us to know that it is not going to be a large producer of light oil, as was at first reported, for the same parties that have control of this have bought the refinery at Oilport, and they are very anxious to get into the refining business. They would be ugly competitors, so the old adage is again verified that "it is an ill wind that blows nobody any good."

You have doubtless noticed in the paper that our large No. 1 cement reservoir at San Luis Obispo has broken, - about 125 ft. long by about from ten feet from the top, as nearly as can be estimated. This is a very serious disappointment to us, as we had thought we were going to have substantial storage at a comparatively low cost. We do not lose the oil, however, for the earth from the excavation made for

R.W. -2-

it off from the proceeds of the Producers' bonds. We will have so many places in which we can use these proceeds to advantage, pending returns from the sale of the Union bonds, that I beg to suggest that you consider the extension of the Chicago loan rather than its payment.

Mr. Wehrhane went with Mr. Orcutt to the Orcutt fields yesterday morning. Will was out with him to the Fullerton fields, but he says that he is a regular clam. He expressed no opinion.

We agree with you that we must have another string to our bow, and I trust that you will be able to secure several strings, while waiting for Mr. Wehrhane.

We regret very much that you cannot be with your family on Thanksgiving day, but trust that among your former friends you will not only have an enjoyable time, but that you will be in a spirit of true thanksgiving. I am sure we have reason to feel thankful that the Englishmen did not succeed in their extortionate demands.

Praying for the Lord's blessing upon your efforts, I am,
Yours very sincerely,

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100

Nov. 25, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

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The new strike to which you refer, in the Santa Ynes, I understand was something of a fizzle. They did strike some oil, I believe, but the sand was very thin, and I think they have gone on and struck water, and have decided to abandon it. Rufus Herron is interested in the well, and it seems that Henry Crocker and some other party own the control of the stock, and they have refused to put up any more money. Whether this is a freeze-out or not, I don't know. It is, however, a long distance from our properties, and even if good would not prove anything. It is something of a relief to us to know that it is not going to be a large producer of light oil, as was at first reported, for the same parties that have control of this have bought the refinery at Oilport, and they are very anxious to get into the refining business. They would be ugly competitors, so the old adage is again verified that "it is an ill wind that blows nobody any good."

You have doubtless noticed in the paper that our large No. 1 cement reservoir at San Luis Obispo has broken, - about 125 ft. long by about from ten feet from the top, as nearly as can be estimated. This is a very serious disappointment to us, as we had thought we were going to have substantial storage at a comparatively low cost. We do not lose the oil, however, for the earth from the excavation made for

the reservoir has made an embankment extending clear around it, as high, practically, as the reservoir itself, so that the oil does not get away excepting what may be absorbed by the earth. I think these reservoirs will be perfectly safe for three quarters of their original capacity, so that they will not be a total loss by any means. We had built two of them at a cost of about \$250,000. They hold about 1,060,000 bbls. each.

A representative of Paul Morton is looking over the oil fields this week in company with Mr. Orcutt. This is in connection with a bond sale negotiation which Mr. Watchorn has in hand in New York. Mr. Watchorn is remaining in New York at the request of some other financial men until a report from this man is received, so that if this fails he has some prospects on other lines.

The market for our stocks seems to be sagging. The brokers attribute it to the hammering of Adams & Co.. Whether this is correct we are not absolutely sure, but evidently there is some adverse influence at work.

John J. Carter and a company of Standard men have been here for a number of days. They are talking about introducing natural gas from Elk Hills. Whether that is the real purpose of their visit I am not able to say. I have not met any of them yet.

I understood from your letter transmitting the \$2500 for Don MacFarland, that you had advised them and that they would call. I have called for Don on the phone, but he is not in, and I have called at the store and did not find him. They evidently have not been attached by the bank. Possibly Eva and Arthur have been able to satisfy the bank's demand.

We had our usual family Thanksgiving yesterday. It was expected to have it at Fred's house, but the day before Florence re-

ceived a telegram stating that her brother Emmet had been found dead in his bed at Seattle, so it was a sad day for her and her mother, and it was sad for all of us, not only on their account, but because of Ella's sickness and your long season of anxious watching. However, we were able to render hearty thanksgiving because of the assurance that it is infinite wisdom and love which has permitted these trials and sorrows, which we are assured shall "work together for good to them that love the Lord." Recognizing His hand enables us to rejoice even in the time of trial.

With earnest prayer for the Lord's richest spiritual blessings on both yourself and Ella, and with loving regards from all the family, I am, as ever,

Your affectionate brother,

✓
359
Nov. 25, 1910.

Rev. Louis Meyer,
The Westmoreland,
Mason St.,
Mount Auburn,
Cincinnati, O.

Dear Brother Meyer:

I find on my desk a letter addressed to you by Edward J. Reinke under date of Feb. 11, 1910, which you sent me for my perusal, but which I neglected to return. I assume that you may want to preserve it for your files, and hence I enclose it herewith. Mr. Reinke evidently has a pretty clear grasp of dispensational truth, and stands true to the old standards.

I received a brief letter this week from Mr. Blackstone. He seems to feel greatly encouraged in his work. However, he is not without tribulations in prosecuting it. When a man's work is in line with the Lord's will, the devil will make it hard and trying for him. Knowing this, we should, like Paul, learn to rejoice in our tribulations.

Trusting that you are being prospered in your work, and praying for the Lord's richest blessing upon you in it, I am, as ever,

Yours very sincerely,



Nov. 25, 1910.

Mr A. A. Sprague,
c/o Sprague Warner & Co.,
Chicago, Ill.

Dear Sir:

Enclosed herewith find certificate of the United Petroleum Co., No. A1050, for eleven shares, in the name of Lucy Sprague; also memorandum of the account of the stock transaction, showing a balance due from you of \$26.00. This matter has been delayed, owing to the necessity of sending the stock to Oleum for transfer.

Trusting that this will be satisfactory, I am,

Yours very truly,

95
105

Nov. 25, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Enclosed herewith find Union Oil and Union Provident receipts covering the stock that has been issued to you thus far on your third installment of treasury stock. The present status of your third installment is as follows:

Received in cash from sale of 100 shrs. stock,	\$10,206.25
Your bal. on U.O.Co. books,	<u>10,500.00</u>
	\$20,706.25

For this amount 103 shares of Union Oil stock have been issued, and 104 shares of United Petroleum stock, as per receipts enclosed. There is still due on your third installment \$12,293.75, so I will hold this stock here, and sell for you what is necessary to meet this balance. I have no more of your stock that is endorsed, so please send me a power of attorney, to enable me to endorse for you, in order to make these sales.

The \$10,500 balance on the Union Oil books is round numbers. There is still a small balance of some \$13 to your credit.

Yours very truly,

R.W. -2-

you had it in hand. He then inquired whether you had all the data and all the information that you would need in order to close the matter. We told him that we thought you had, but that we would send you the latest balance sheet, and give you such other information as you would require. This, I believe, Mr. Kellogg wired for on Saturday. From his apparent anxiety about your having full authority, and data, etc., we were led to infer that his report would be of such a character as would lead to the making of the loan.

I asked him who the parties would be, and he said Mr. Morton of course could not make the loan for the Equitable Life Insurance Co., but that it would probably be made through the Mercantile Trust and the Equitable Trust Cos., but from your letter this morning I see that in either one of these companies ^{we} will run against representatives of the "System," so, in view of the advances that were made some time since by Mr. Requa, (which seem to have fallen through) and the suggestion which has been made by Mr. Schiff's successor, it would seem to me that these parties will, if possible, block any of your negotiations, and that some pressure will be brought for a deal along the lines which have been indicated by the parties above referred to.

Mr. Wehrhane said his people had wired him that you had been to see them and were in a hurry for his report. I would infer from this that he possibly has given them some general information, but he would doubtless withhold anything positive until he has completed his investigations.

Mr. Kellogg is very much pressed in providing for our immediate financial needs, and the slowness of the company in meeting financial demands upon it must necessarily impair our credit, and make

R.W. -3-

it still harder to do financing along the lines which we have been following.

Although the financial men with whom we may have to deal will doubtless make very onerous exactions, we have a similar condition to meet here at home, and I believe that it is of the utmost importance that we enlarge our financial connections, or adopt an entire change in our policy. The strain of the past two years seems to have been too much for me, and I am afraid that I will not be able to stand up under it very much longer. I do not wish you to infer from this that I am overworking, for I am trying to take things somewhat easier, but the anxiety resulting from the long continued uncertainty, with apparently no positive relief in the immediate future through the resources of our own business, has been exceedingly wearing. The deal with the Associated was supposed to put all our transportation into full operation, but we have not yet realized any substantial relief, and with new fields opening which may possibly give the Associated a supply of oil, they may fall down on this deal altogether. However, the new business which we have secured is keeping our transportation pretty fairly occupied for the present.

I have more confidence in your accomplishing something through J.P.Morgan & Co. than I have along these other lines, for the reason that wherever you get on to a lead that promises relief, you run into the "System," and I do not believe that it is to the "System's" interest to allow us to finance ourselves if they can prevent it.

Mr. Kellogg advises me that he has written, so you probably have pretty full information in reference to our situation.

Through Miss Crowell's kindness in remaining an hour

R.W. -4-

over time, this letter will reach you a day earlier than it otherwise would.

Wishing you success in your efforts, and praying that the Lord will be with you, and guide and keep you, I am, as ever,

Yours very sincerely,

100

114

Nov. 29, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Don MacFarland came in yesterday morning, and I endorsed over to him your check for \$2500. He says that the remaining one-half of the claim has been extended to April. Eva wrote me saying that she could not do anything now, but that she could by and by. She said it was impossible for Arthur or her to raise the amount just now, and she, not knowing that the note was extended, said that if I would pay the amount, she and Arthur would try and pay it back as soon as they could, so I will write her, explaining how Don has arranged the matter.

I note what you say in yours of the 21st, about buying the Puente and Victor Hall properties, and I agree with you that it is not an opportune time for buying.

We are all in usual health. There is nothing new from the field.

With much love to you and Ella, I am, as ever,

Yours affectionately,

101
112

Nov. 29, 1910.

Mr. Robert Watchorn,
Hotel Chelsea,
New York.

Dear Mr. Watchorn:

Supposing that it would be of some value to you to know about Mr. Wehrhane's movements, I wired you, on learning incidentally today from Mr. Oroutt, that Mr. Wehrhane had stated yesterday before leaving that he had written to his people on Saturday, and had wired them yesterday, but thought that they would not act until his return. I infer that his wiring yesterday was the result of his interview with Mr. Wells of the Santa Fe and Mr. Elliott of the First National as I believe he was not able to see them until yesterday. Mr. Oroutt reports that the first and only indication of Wehrhane's interest was in his sending to Mrs. Oroutt a large bouquet before leaving last night.

I do not know that we reported to you that Mr. Garbutt had negotiated and executed a contract with the Pacific Electric for one year, for carrying freight from our Outer Harbor Dock & Wharf Co's wharves. To our surprise, about the first of the month all these suburban lines were turned over to the Southern Pacific, so that they are now in control of all our suburban lines, with the right to run over our Outer Harbor Dock & Wharf Co. lands. It has occurred to me that as they are so desirous of having a foothold on that property, and now have control of all the roads running to that port, we might be able to sell our rights for a fair price, reserving the ten acres of land which we have a right to purchase under our contract. I merely suggest this as one of the means of getting rid of a liability that is helping to over-

R.W. -2-

load us.

Mr. Adams had a long interview with W.L. yesterday. He seems to feel very sore at the treatment he received, through your going to Europe to make a negotiation, without taking him into your confidence. The whole firm seems to feel that they have been badly treated, and they are going to make us feel their gloved hand. They will only bid 90 for our proposed Producers debentures, which would, on an average of two and one-half years for the issue, practically mean our paying 10% for the use of money. I have said to our people that to sell them on that basis would practically destroy our prospects for financing along the lines on which you were working, and hence I wired you, asking whether you could do anything with them, making the term not less than five years. A bond running from a year and a half to four years seems to cost about as high a discount as a longer term, and the discount being distributed over such a short period makes the rate excessively high. If it can be spread over twice the period it would reduce the rate to practically 8%, but even this is too high, for the savings banks have not presumed to ask us over seven per cent, and the Hellman banks only 5%, but we are not in the hands of our friends just at present, and it becomes us to make the best kind of negotiation that we can.

Our folks get very strong on values when they figure over our properties, and hence a telegram was sent to you a few days ago, giving you a very close limit of time on a convertible clause. I think, if you find it prudent to do so, that it would be wise not to allow this short term limit to prevent you from making a trade. By the way, Mr. Wehrhane questioned us very earnestly about the convertible price, and we told him that we had in mind, and had instructed you when you left,

R.W. -3-

\$140 for a short term, but did not mention any term. They will, of course, insist on a convertible clause, and it will not do for us to be too arbitrary in reference to it. We must have financial relief.

We are rather depending on you to furnish us some of the data in reference to the bonds, and hope you will have it here before our meeting on the 8th of December. In any event, we should have all these details settled, so as to be having the bonds printed, in order to save time.

It has occurred to me that it would be a good thing to have a certain amount issued in denominations of \$100, so that in case we should have occasion to make a stock and bond sale to our stockholders, the small stockholders could avail themselves of the offer, which has not been the case in our past offerings.

It may be of interest to you to have a brief outline of the history of the business of the Union Oil Co. I came here in April, 1885, and my former partner, the late W.L. Hardison, joined me in the May following. We began our operations, under the firm name of Hardison, Stewart & Co., in Pico Canyon, near Newhall, and at Santa Paula, in Ventura County, on lands of the Pacific Coast Oil Co., which has since been absorbed by the Standard Oil Co. Later we incorporated under the title of Hardison & Stewart Oil Co., with a capitalization of \$1,000,000. Later, in order to take in new blood, we organized the Sespe Oil Co., the H. & S. Co. taking three-fifths of the stock, and ex-Senator T.R. Bard and his friends taking the other two-fifths. Still later we joined in the organization of the Torrey Canyon Oil Co., in which we owned a third interest, and Mr. Bard and his friends two-thirds. In 1890 the Union Oil Co. was organized, with a capitalization of \$5,000,000, and the pro-

R.W. -4-

erties of these three companies turned over to it in consideration of the \$5,000,000 of stock, which was issued to these companies in full payment for their properties.

Mr. Bard was President until October, 1894, when I was elected to succeed him. In December, 1900, the capitalization was increased to \$10,000,000, the increase all being placed in the treasury, and was disposed of from time to time as the needs of the company required it, until August, 1908, when the capitalization was again increased, this time to \$50,000,000, of which \$29,487,100 had been issued on Nov. 1st. The company paid quarterly dividends for some time, and then changed to monthly. It has now paid a total of 172 dividends, amounting in cash to \$7,548,485.75.

Yours truly,

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1/64

Nov. 29, 1910.

Mrs. Eva S. Lawson,
Ontario, Cal.

Dear Sister Eva:

Yours of the 26th inst. at hand. Don has arranged, by paying half cash on that claim, to have the other half extended until April, and I trust that you and Arthur will be able, as you suggest, to take care of it by that time. I turned over to him a check from Milton for \$2500. Milton has been very short of funds because of his stock subscription, and he will be behind for some months yet.

With much love,

Yours affectionately,

✓
271

Nov. 30, 1910.

Bible House of Los Angeles,
Lissner Bldg.,
City.

Gentlemen:

Enclosed find letter from Mr. Percy F. Morris, which please
acknowledge, filling the order to the best of your ability, and
oblige.

Yours truly,

106
115

Nov. 30, 1910.

Mr. Robert Watchorn,
Hotel Chelsea,
New York.

Dear Mr. Watchorn:

Yours of the 26th inst. at hand. We know that you are doing everything possible for our financial relief, but from what you had written about Mr. Fisk endeavoring to sell our Producers' bonds, it occurred to us that if he were making any progress at all, he ought to be furnishing us some relief from that source, and because of the extortionate demands of our local houses on our debentures we wired you in reference to seeing what could be done in that market with them, suggesting that you make the term not less than five years. However, under the circumstances, we could afford to leave the term subject to such negotiations as you may be able to make. However, the longer the better.

Mr. Requa's relation with Speyer & Company he mentioned to me in strict confidence, and you are not supposed to know about it, and should your negotiations lead you into relations with this house, I do not know that it would be doing any injustice to Mr. Requa, seeing that the connection comes in the regular course of business. We have not heard from him for a long time, and he may have dropped the matter; or, what is more probable, these large houses all probably being aligned in the matter of getting control of the California oil industry, they naturally will be interested in having your efforts to finance us fail, and you are liable to be hampered whichever way you turn, unless you succeed on the line on which Mr. Wehrhane is working, or directly through

R.W. -2-

J.P.M. & Co.

The reason for my feeling so sure that Speyer & Co. will be aligned with the "old House" is that Mr. Requa was in negotiation with Herrin of the Southern Pacific, and with the Associated Oil Co., and the Associated, as you are aware, is allied with the Harriman interests, and Mr. Schiff, of Kuhn Loeb & Co. was a Director in the Associated, representing the Harriman interests. It might be good policy, if any of your financial friends are putting out feelers in reference to getting control of this company, to give them some encouragement to make us a tangible proposition. We of course fully understand that it would not be good business to undertake to deal with two houses at the same time.

We feel encouraged, however, to believe that you are going to accomplish something through your present line, but if you fail, that the ex-Secretary of the U.S. Treasury will enable you to make a connection along lines on which you will succeed.

We had a conference of the Directors yesterday afternoon, as there was urgent demand for funds to meet bills that are already past due. Mr. Kellogg wants \$200000 spot cash. A committee consisting of Mr. Earl, Mr. Bolt and Mr. Garbutt was appointed to take the matter up, and decide what measure to adopt for relief. They are now in session, 4 P.M. We of course are willing to make sacrifices for relief, but we do not want to make them in such a way as to injure our credit, and thus defeat your plans for providing permanent financial relief.

With best wishes, and trusting that you will not allow these delays to worry you, I am, as ever,

Yours very sincerely,

105

134

Nov. 30, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Enclosed find copy of letter from Dr. Samuel A. Moffett, of Pyeng Yang, Korea. I think I wrote you that I had canceled our pledge made to the Korean mission work through Dr. Underwood, because of the apathy of the Board in appointing missionaries under our terms. I think they have appointed five out of the twelve, though; perhaps more; I have not been formally notified of just what was done. Out of this fund that we had provided I donated \$1000 to Mrs. Underwood for her magazine, "The Korea Mission Field," and \$3000 for the evangelistic campaign held in October in Seoul, and I have indicated to them that the balance of the fund we would work into Bible training schools and Bible work.

I also enclose a little bunch of letters from the Testimony Publishing Co., which the Secretary requested that you see.

Yours affectionately,

112
120

December 2nd, 1910

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

Dear Mr. Watchorn:

We are now on the third day of negotiations with the two brokerage houses here, with another session called for this afternoon. These negotiations are of about such a character as you can imagine, judging from your own experiences with these parties. At a conference of the Directors, the matter of negotiating financial relief was put in the hands of a committee consisting of Messrs. Earl, Carbutt and Bolt. Mr. Bolt, as usual, led off with liberal recommendations to the effect that the men who did this service should have very liberal compensation, and even suggested that in a sale of treasury stock they should have it at 95. We could hardly help feeling that he had received a cue from the parties before coming in.

Mr. Adams took considerable time this forenoon explaining to the Committee how grieved he was not to be taken into the Union's confidence, in view of all the service he had rendered in the past, and that he was nearly broken-hearted when he found that you were in London and endeavoring to negotiate the sale of our bonds. I remarked that I had written you about going on your vacation, and then attending to business, and that you had replied that you had gone on your vacation, but you had taken your gun with you so that as opportunity offered you might bring down some game; that I understood that

-2-

he (Mr. Adams) had gone on a vacation and would not consider any business at all, his trip being purely for recreation, but that in turn, you had been grieved to find that he had the same information that we had supplied to you, and that he was vigorously attending to business also, the information which we had supplied to the two local brokerage houses here having been immediately forwarded to London, and that he (Mr. Adams) was using it over there. He claimed, however, that the information which he first got was a bunch of documents that had been left by Mr. Fisk with some man who did not care for it, and that he (Mr. Adams) sent them to his own house to be placed on file for reference.

Yesterday morning Mr. Torrance came in with a statement that it was unnecessary for you to undertake to do any financing abroad, that they could do it all here at home. I reminded him of his former statements that this market was too small for the Union Oil Company and that we needed to reach a larger market in order to be satisfactorily financed. He then recommended, for immediate relief, that we issue to them about \$200,000 to \$250,000 ninety day notes, \$10,000 each, with security attached, and they would use them among the country bankers. In the afternoon Mr. Adams called up saying that the proposition was withdrawn. A country banker had come in and they had learned from him that our notes had already been offered in the country. We assured him that such a statement was absolutely without foundation; that we never had heard of the suggestion until Mr. Torrance made it that day, and that I had objected to the plan on the ground that such a course would injure our credit. Mr. Adams said that he would find out who had offered

our notes and let us know. My theory of it is that Jimmy Martin had devised the scheme and had undertaken to put it into operation before Mr. Torrance had presented it to us, so he is in the position of having backed down on a false report, or a report of the doings of their own house.

The LakeView Oil Company owes us about a half a million dollars. It could issue notes such as are suggested above, and put up good collateral with them, and this would make a very satisfactory paper for them to offer to the country banks, but they seem to be on another tack now.

Mr. Adams also stated this morning that he had inquiries from a leading banking house (not Kountze Bros.,) New York, asking about the Producers Transportation Company, its condition, etc., and that he had replied early in the week. I told him that I had asked you to ascertain whether a debenture, such as the Producers Company were proposing to issue, could be handled in that market, but that we had had no response from you as yet. He then suggested that they would not make any proposition until we had heard from you. I said: "If you will give us your ultimatum in the matter, then I will communicate with Mr. Watchorn." He smiled, and said that they did not want to be put into competition in bidding for those debentures, so I will wire you this afternoon, and if you have nothing encouraging why we will probably be in their hands, as we cannot wait. Besides, the debentures have not yet been printed, and I can't see how you can very well get us immediate relief with them in New York, as we probably do not have available security that would suit your people, to use in the interim.

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I have had some talk with Mr. Earl about the sale of the Outer Harbor proposition, and he thinks that it would be more satisfactory to deal with the City than with the S.P. Company. I am sure it would be very much more desirable to see the City in the strong position which this would give them, than it would be to have the business of the community throttled by the S.P. getting possession of that advantageous position. I do not think that we will be able to do anything with the Harbor bonds for the reason that some recent action of the Council, as well as the disposition of the Harbor Board's attorney, tend to put a cloud on our title. If, in the round up, we could settle out with a clear title to say ten acres of ground in the Outer Harbor and have all our expenditures refunded, would you think it a desirable thing to do? There being minority stockholders, this would mean selling out at a considerable bonus.

Mr. Stoney has been down to see us in reference to the settling of the Baker suits. After hearing him patiently, I told him that this matter properly belonged in your Department, and suggested that he wait until your return. This seemed to be satisfactory to him.

--

Well, we have had another meeting with Adams and Staats. Their proposition is that they will furnish us cash for the 160 Producers bonds, I think it is, which they are obligated to take between now and January 1st at 88, and accrued interest. They will take them up now at 85, flat. They couple with this, however, the relinquishment by us of the right to buy those bonds back any time within two years at the same price. They also offer to take the Provident stock which

they have obligated themselves to pay for by the first of the year at 97.50, at 95. This means something over 5% a month for discount. These conditions are so onerous that we hesitate, and have postponed action until tomorrow morning. Mr. Adams very coolly tells us that we will find no sentiment in business in dealing with any New York house and that you will be obliged to pay a higher rate and be subject to more exacting demands than you anticipate. I begin to feel that it is a terrible thing to be in the hands of financial men, and their demands are becoming more and more exacting, and for this reason I begin to feel that it is not the Lord's will for us that we should waste our lives in this kind of a grind, hence should overtures be made along ^a ~~the~~ line looking to the purchase of the control of the Union Oil Company, I would encourage the making of a proposition.

Mr. Adams stated that the banker inquiring about the Producers would probably receive his reply today, and as they did not want to be in a position of bidding against anybody else for the debentures, they would not make us a proposition until next Tuesday, and by that time you would be able to state whether you could handle them there or not.

We have not been hearing from you so frequently for the past few days, but we trust that everything is encouraging and we continue to pray that the Lord will give you wisdom and give you favor with the parties with whom you are seeking to deal.

Yours very sincerely,

NIGHT LETTER

THE WESTERN UNION TELEGRAPH COMPANY

25,000 OFFICES IN AMERICA

INCORPORATED

CABLE SERVICE TO ALL THE WORLD

ROBERT C. CLOWRY, PRESIDENT

BELVIDERE BROOKS, GENERAL MANAGER

RECEIVER'S NO.

TIME FILED

CHECK

SEND the following NIGHT LETTER subject to
the terms on back hereof which are hereby agreed to

Los Angeles, Cal. Dec. 2, 1910

Mr. Robert Watchorn,
Hotel Chelsea,
West 23d St.,
New York

Finance Committee appointed by informal conference of Directors Earl Garbutt and Bolt still negotiating with our brokers. Letter will submit proposition on debentures Tuesday provided your negotiations for their sale are discontinued by that date. They say answer to inquiries of your parties re debentures should reach them today. Please report progress.

Lyman Stewart

(Chg. Union Oil Co. of California)

suggested; to you, of course will not be attractive, but in view of the general financial conditions I would advise that you make such concession along that line as may be necessary in order to close the deal. From the standpoint that we also are busy with our local financiers, I would recommend your own making a liberal concession, if necessary, upon the price which you have offered.

Our past experience with our local financiers has fully convinced us of the value of leaning upon them in presenting their statements and proposals. Mr. [Name] said that the [Name] is [Name] and [Name] kind and [Name]

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120

December 3d, 1910

Mr. Robert Watchorn,
The Chelsea,
New York

Dear Mr. Watchorn:

This is Saturday morning, and I hasten to acknowledge receipt of your very interesting letter of November 28th. Your lettergram of the 2d inst., is also at hand. The newspaper clipping that you enclosed is exceedingly interesting and very suggestive.

Your ambassador friend suggestion appeals to Mr. Kellogg and me very much. I had been thinking along the same general line, and on conferring with Mr. Kellogg I found that he also had been doing so, and if it were possible to obtain funds to tide us over, I would favor taking the matter up along this line, in case you do not succeed with Mr. Morton's parties.

The option, or convertible feature, as we have suggested to you, of course will not be attractive, but in view of the general financial conditions I would advise that you make such concession along that line as may be necessary in order to close the deal. From the experience that we have had here with our local financiers, I would recommend your even making a liberal concession, if necessary, from the price which you have asked.

Our past three days' conferences with our local brokers has fully convinced me of the utter folly of leaning upon them. When presenting their outrageously extortionate proposition, Mr. Adams said that his mistake in life had been in being too kind and lenient

-2-

in his dealings with men. While professing friendship, he is at heart, I believe, violently antagonistic and would be glad to see your efforts at financing a failure. They say very nice things about you; -that you are a very nice man, etc., but that you are not skilled in financing, so that I am only giving you these things in order that you may realize fully that our case would be practically hopeless if in their hands, and that we had better swallow a good deal of our pride and submit to extortions from strangers than to be left at the mercy of our friends. In other words, I want you to feel free to make such concessions as you may find necessary to attain your purpose.

We are praying that the Lord will prosper you and give you favor with the parties with whom you may be obliged to deal.

Yours very sincerely,

December 5, 1910,

Mr. C. C. Duffield,
c/o Producers & Refiners Oil Co., Ltd.,
Columbia Bank Building,
Pittsburgh, Pa.

Dear Mr. Duffield:

Yours of November 29th at hand. I will hand it to our Pipe Line Department with the recommendation that if there is an opening they will give your son a chance to fill it.

I was pleased to hear from you, and to learn that you are still in active business. The Lord has been good to both of us in permitting us to participate in the activities of life so long. The changes which we have seen indicate that we are in the land of the dying, but I trust that we both have the hope of an inheritance in the land of the living, through faith in our Lord and Saviour, Jesus Christ.

Yours very sincerely,

Dec. 6, 1910.

Miss Edith Bugenhagen,
221 N. Raymond Ave.,
Pasadena, Cal.

Dear Miss Bugenhagen:

Your postal of the 2nd inst. duly received. Mrs. A.C. Stewart's address is 615 Bixel St.; take the 7th St. car to Bixel. Mrs. T.C. Horton's business address is 262 1/2 S. Main St. Her residence is in Highland Park, on Walnut, West of Ave. 49. I called up Mrs. Horton on the receipt of your card, and gave her your address. She said she would drop you a note.

I was very glad to hear from you, and to know that you are again in California.

Yours very sincerely,

360

Dec. 6, 1910.

Mr. R. D. Smith, Secretary.

Bible House of L.A.,

Lisner Bldg., City.

Dear Ralph:

Enclosed find letter from Will C. Trotter. I have written him that I would hand this to you, with the request that you furnish him the Johns on the same basis as formerly.

Yours truly,

352

Dec. 6, 1910.

Mr. Crosby, Secretary,
Western Gas Engine Co.,
City.

Dear Sir:

Enclosed find agreement submitted by the Farmers & Merchants Bank for the Directors to sign. You will please present it at the next Board Meeting.

Yours truly,

127
Dec. 6, 1910.

Mr. Will C. Trotter,
333 Mason St.,
Portland, Ore.

Dear Brother Trotter:

Yours of the 2nd inst., together with letter written previous to your evangelistic tour, duly received. Am very glad to hear from you, and rejoiced to know that the Lord is so abundantly prospering your work.

Ralph has now returned, and I will hand your letter to him, with the request that he furnish you with 3,000 copies of John on the former basis.

As the time for giving and receiving gifts, - in commemoration of that day when God gave us his greatest of Gifts, - draws near, I will anticipate the day somewhat, and enclose my check for \$50 herewith, with best wishes for a merry Christmas and a happy New Year.

Yours very sincerely,

121
181

Dec. 7, 1910.

Mr. Robert Watchorn,
Hotel Chelsea,
New York.

Dear Mr. Watchorn:

Your code message of the 5th, and night letter of the 6th, duly received. The code message was given in such a way that it was not intelligible. We asked the office to repeat two words, and they repeated them in the same way that they had been first rendered, but your night letter makes the matter clear.

I would be very happy, I can assure you, to join you in New York, but before coming out here I had an attack of pneumonia, and some time after I was rejected on an application for regular life insurance because of the condition of my lungs, and on the advice of physicians I came to California. Since being here I have had a severe attack of congestion of the lungs, and I have to be on my guard and fight off these attacks of lung trouble; so that it would require something more than pressure of business to induce me to take the risk which I feel would be involved in going to New York at this season of the year, after having been so long a time in this mild climate. I regret very much that I cannot be with you.

We learn from a source which we consider worthy of credence, that John D. Archbold of the Standard is receiving regular reports of everything that is being done in the oil fields of California; that the cablegrams which were going to and from you when you were in London were regularly laid before him. With such a system of espionage on all

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127 1/2

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277 1/2

Los Angeles, Cal., December 7, 1910.

Mr. Giles Kellogg, Secretary,
Union Oil Company of California,
Los Angeles, California.

Dear Sir:

On ^{December} ~~January~~ 7, 1910, I transferred into the
name of Walter H. Fisher, 188 shares of the Capital
Stock of the Union Oil Company of California.

Until further advised, please pay the divi-
dends on said 188 shares to me, and oblige,

Yours very truly,

EMM

121
181

Dec. 7, 1910.

Mr. Robert Watchorn,
Hotel Chelsea,
New York.

Dear Mr. Watchorn:

Your code message of the 5th, and night letter of the 6th, duly received. The code message was given in such a way that it was not intelligible. We asked the office to repeat two words, and they repeated them in the same way that they had been first rendered, but your night letter makes the matter clear.

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R.W. -2-

our movements, it would seem that we might as well go directly into their camp for the funds that we need, instead of waiting until they can absolutely dictate terms to us. They are preparing now to act. They have started a price war on fuel oil in the north, calling in existing contracts, and making long term contracts at much lower prices. All this is for the purpose of weakening our future prospects. The effect of this has been that our friend, Mr. Foster of Ventura, has given positive instructions to Adams Co. to sell his stock, (his next door neighbor being Pratt, of New York, Vice President of the Standard); and Powers, the Kountze Bros. representative of Denver, has been giving peremptory orders to Adams Co. to sell his stock, sending fifty shares at a time. I wired him day before yesterday, stating that I understood he was desirous of disposing of some Union securities, and asked him how much he needed to sell, - assuming, of course, that he was loyal to the company, and was only selling because his necessities required him to do so. I have just this moment received his reply, which reads: "I offer for immediate acceptance fifty shares Union at one-half premium net, delivery Monday next," so you see that he is not disposed to show his hand at all. I have also written Mr. Foster, recommending that unless he needed to dispose of his stock, he hold it for the present, as our prospects were that for 1911 our earnings would be a million dollars higher than ever before. Mr. Fisher is now on the stock exchange, and our stocks have already advanced several points, without his having to make any special effort.

But, with the government withdrawing its pressure, and the President in his message recommending that no more legislation in reference to corporations be enacted, it rather indicates that the Stand

R.W. -3-

ard is on top in its fight with the government, and now the people will have to take the consequences. For this reason I should like to trade along the lines indicated in my letter of July 13th, and in order that we may be able to communicate on some of these things without allowing John D. Archbold to decipher them as they go over his desk, we will have Miss Dessau and Miss Crowell make up a little private code that will enable us to communicate freely, without giving away business to the enemy.

In reference to the larger financial deal, I have been thinking along these lines; Suppose the Union Provident will undertake to sell a controlling interest in the Union Oil Co., with the agreement that the other stockholders of the Union be permitted to join in the sale at the same price; that the Union Provident receive as a bonus, in consideration for this, say, five dollars per share on the amount of its issued stock. My reason for this is, that I have repeatedly recommended to the Union stockholders that they invest in the Provident, because its shares are worth, share for share, as much as those of the Union, besides being the controlling company; but instead of heeding our advice, they have been willing to pay several points more for Union than for Provident, and those who have been in Provident have been placed at a disadvantage, and hence should receive some adequate compensation for the sacrifices which they have made. I think you will concur in this.

I think in a deal that we should receive, say, one-third, or possibly, one-half cash, and the balance, properly secured, in non-taxable gold bonds, bearing 6% interest. The bonds of public corporations are non-taxable in this state, so that the corporation taking over the properties should be a transportation company, with powers to do anything else that the law allows, in order to protect it

R.W. -4-

in doing a general oil business.

I am not forgetting the agreement which my brother and I made with you in reference to your term of employment, etc., but when I find that the men who have long been in our counsels, and whom we have regarded as friends, undertake to practice upon us the rankest extortion that I have ever met with in all my fifty years of business experience, at a time when we needed their hearty cooperation, it nearly breaks my heart; and this, taken in connection with the odds which are against us in the power of an unscrupulous "System," makes me feel that life would not be worth living under such conditions, and I must get out; that is, if we can retire with honor.

Mr. Requa and his parties, W.L. tells me, are at work with their engineers on the appraisalment of their property, preparatory to making a proposition for consolidation, but this preparation, I believe, will be in the interest of "The System," for the proposition has been made to Herrin of the Southern Pacific, and Porter of the Associated, and W.L. tells me that it will be cold-blooded, hard business, when it comes to a negotiation, and I would be willing to make considerable sacrifices rather than endure the strain of a negotiation of that character with such men. I think it will be infinitely better for both you and me, as well as our personal friends, to have our affairs in such shape that we will be free, practically, from the cares of this life, and be enabled to give our whole time and effort directly to work for the Lord. Men are perishing everywhere for lack of knowledge, and you, in particular, are specially endowed with ability for imparting to men that which is worth vastly more to them than looking after their worldly interests in the Union Oil Company would be. With the aid and counsel

R.W. -5-

of some of your eminent personal friends, you will doubtless be able to work up a reasonably fair deal, and devise a workable plan for the future development and operation of the properties.

It grieves me to think of parting with these properties before they are so developed as to show something of their real value, but I have tried for the past six or seven years to have this work done, but have failed in getting it accomplished. I have realized all along that the Union Oil Co. held a very strategic position in the oil industry of the Pacific Coast, and that it would be only a question of time until "The System" would make advances for a "round-up." I have talked with Mr. Earl about this matter, and he thinks favorably of it, and seems to think that it would be better to get part of the price in good gold bonds, if they can be properly protected.

I have also talked with him about the sale of the Outer Harbor business, and he suggested that the city have an option for its purchase, - say a thirty day option. I have not yet discussed this fully with Mr. Carbutt, but will try and do so today. Mr. Carbutt is in very close relations, we think, with the S.P. I think myself that it would be little short of a calamity to the city of Los Angeles for that property to get into the absolute control of the Southern Pacific. We would have a good excuse, however, for disposing of our rights, in view of the fact that recently the City Council, by an ordinance that it passed in reference to the Outer Harbor, has thrown a cloud on our title, which would prevent our being able to market our bonds.

In my letter to you of Nov. 29th I said, referring to the acquisition by the Southern Pacific of the suburban railway lines, that they now had the right to run over our Outer Harbor Dock & Wharf Co.

R.W. -6-

lands. I intended to say lines instead of lands, but I have since learned that they do not have such right, but their cars were to be handled over our lines with our locomotive.

It just occurs to me that in case of a sale it might be well not to say anything about the California Industrial Co's iron properties, and that in order to have some business left, Mr. Merrill might take a ninety day option, or something of that kind, on the shares which the Union holds in the Industrial Co., and then that could be run entirely independently of the Union, or its successor in interest.

Yours very sincerely,

P.S. I have just sent you a code message, which, translated, reads as follows: "Situation complicated. Miner absent. Stockholders have paid \$30 per share. Carbutt says should realize \$50. Can at present make absolute sale only of our contract, which gives us the bonds at \$90, and the right to choose ten acres at cost. Would sell our contract for amount expended under it with the right to twenty acres of land. 'Old House' attacking us on all sides. Fourth St. friends evidently working with enemy. Psalm 46:1."

We will begin using the new key to the code, mentioned in accompanying letter, about the time this reaches you,- say Tuesday, the 13th inst.

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Dec. 7, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Enclosed find deed to the Bald Ridge property.

The Collins Orchard has had several fine crops, for which we have received very fair prices. Fruit for last year amounts to \$12,806.11, and the expenses \$8,410.24, leaving us net \$4,395.87, which is only 6% on a little over \$1800 per acre. Some of the lands, I understand, have been selling as high as \$2,000 per acre. I think it advisable to put this property on the market at such a price as will bring a purchaser. What would you think about it? If we had the money out of it, we could clear up the Ocean View Land & Water Co., and take care of some other matters that are in hand.

The "old house" is making a vigorous assault on us all along the line, both in crude oil markets and in our stock markets, and unfortunately they have some of our own friends cooperating with them, and the situation does not look very cheerful.

We leave this evening for Oleum for the stockholders' meeting, to vote on the bond matter tomorrow. Will probably be in San Francisco on Friday. Home again Saturday morning, if the Lord so wills.

I loaned Walter H. Fisher, who is now on the stock exchange, 188 shares of your Union stock, to provide a fund for sustaining the market. I enclose copy of the receipt which he gave me to cover same.

With love to Ella, I am,

Yours affectionately,

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Dec. 8, 1910.

First National Bank,

City.

Gentlemen:

In response to your message of yesterday, I enclose herewith my check for \$100, covering the pledge which I made to the "Times" relief fund, which, in the rush of business, I had overlooked. Kindly pardon the delay.

Yours very truly,



Dec. 10, 1910.

Mrs. Maria Newlove,
468 Pine Ave.,
Pacific Grove, Cal.

Dear Madam:

Enclosed herewith find my check for \$3,000, in payment of
six months' interest to the 9th inst. on my note for \$100,000, in your
favor, dated Dec. 9, 1909, at the rate of 6%.

Yours very truly,

Dec. 12, 1910.

Mr. E. F. Powers,
909 17th St.,
Denver, Colo.

Dear Mr. Powers:

Your letter of the 7th inst. just received. On receipt of your telegram we were just about starting for Oleum for our stockholders' meeting, and as it was not an answer to the question we asked, we did not feel that a reply was necessary.

We understood that your orders to sell were so peremptory that we felt that you were obliged to realize, and your orders coming in this manner not only evoked criticism, but also tended to weaken the market; hence, assuming your continued loyalty to the best interests of the company, we thought that if it was only a limited amount that you needed to sell, we could arrange to have it handled without its affecting the market. We are pleased to note that you do not have any more stock to sell at the present time.

Yours very truly,

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164

Dec. 13, 1910.

Mr. W. B. Stewart,
Ontario, Cal.

Dear Brother:

Mr. C. P. Humphries called in reference to leasing some of the South Side property in Ontario for nursery purposes, and I referred him to you. Please take up the matter, and make such arrangements with him as you think best.

Yours truly,

86
176

Dec. 14, 1910.

Mr. J. D. Miller,
Newton Hamilton, Pa.

Dear Comrade:

Yours of the 5th inst. at hand. Am pleased to hear from you, and glad to know that you are still able to continue in your business.

Your reference to oil on the top of the water in a couple of springs in your valley is interesting, and if it is really oil it is evidence of a larger supply below, but how large a supply, only the drill will tell. People, however, sometimes deceive themselves by appearances which iron or other minerals may produce in the water, but if it can be positively demonstrated that it is oil, it would be a pretty reasonable prospect for the driller.

I note what you say about the distinction to be made between honoring loyalty and disloyalty, and I am in full sympathy with you, and because of my sentiments along this line I have never taken part in the services of Decoration Day. I do not dare say anything more now, because my stenographer, to whom I am dictating this, is herself a daughter of the Confederacy.

With kindest regards, and praying that the Lord will bless and keep you, I am, as ever,

Your affectionate comrade,

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Mr. A. M. McDermott,
516 Grant Bldg.,
City.

Dec. 14, 1910.

My dear Sir:

In the rush of business, your letter of the 1st inst. had
been snowed under on my desk. Kindly pardon the delay of my reply.
Enclosed herewith find such letter as you request.

Yours very sincerely,

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Dec. 14, 1910.

To Whom It May Concern:

It gives me pleasure to be able to say that I have known Mr. A.K. McDermott for a number of years, and that I have a very high regard for him, because of his personal character. I believe him to be a man of integrity and ability.

Respectfully,

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Dec. 14, 1910.

Mr. W. J. Bodenhamer,
Upland, Cal.

Dear Sir:

Some party, whose name we cannot spell from his signature, has written me from Upland about an improvement on Mountain Ave. making a parkway on each side. I beg to say that we are always interested in improvements that will increase the beauty and enhance the value of property in the Colony.

Yours very truly,

134
147

Dec. 14, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Mr. McPeak has just handed me your dividend checks to be endorsed over to the Union in payment of the balance due on your third installment of treasury stock. The amount of your Union Provident check is \$2,891.70, and the United Petroleum is \$14,379.00, making a total of \$17,270.70. The balance due on your third installment is \$12,295.75, leaving a balance of \$4,976.95, which will be credited on the final installment. The Union will allow you 7% interest on this money from the 20th of November.

The fact of the matter is that we have been desperately short of funds, and a number of the dividends have been withheld. If you will send us your check immediately for the amount that you can spare out of your next dividend, so that the money can be utilized at once, we will be able to deposit your dividend checks as usual; the payment, of course, to apply on your stock subscription.

Mr. Watchorn telegraphs that preliminary papers in connection with the bond loan have been executed, and he expects to be home next Saturday. The Lord has granted us some special deliverances in answer to prayer, during the past week, about which I will write you more fully later.

With love to Ella, I am, as ever,

Yours affectionately,

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Dec. 14, 1910.

Pastor W. Leon Tucker,
214 N. St. Louis St.,
City.

Dear Brother Tucker:

The "Serial Bible Course Magazine" I believe will supply a long felt want. All Bible students should have it. Its articles are strong and helpful, and have the added value of being well "boiled down" and concentrated. The editorials are timely and instructive. You are to be congratulated on the strong corps of writers enlisted, and also on the attractive make-up of your magazine. I praise it highly. May the Lord make it a means of blessing to many.

Yours very sincerely,

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Dec. 14, 1910.

Mr. A. C. Gaebelin,
80 Second St.,
New York.

Dear Brother Gaebelin:

I beg to acknowledge receipt of a very beautiful copy of your book, "The Lord of Glory," for which please accept my most hearty thanks.

I am pleased to report that the Testimony Publishing Co. is receiving a very large number of expressions of appreciation from the readers of "The Fundamentals." Their mail some days runs as high as six hundred letters, besides those from the postal department. A good many have said that their faith had been re-established, and others have wished that they could have had something of that kind when they were in the seminary, etc., so it is evidently accomplishing some good, through the Lord's blessing.

Yours very sincerely,

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343

Dec. 14, 1910.

Mr. H. S. Kimura,
c/o Moody Bible Institute,
Chicago, Ill.

Dear Brother Kimura:

Yours of the 5th inst., containing photographs of yourself and family, duly received, for which you have my warmest thanks.

Please also accept my thanks for the Japanese mirror. Mrs. Stewart and the rest of my family were much interested, and join in expressions of appreciation of your kind thoughtfulness in sending it to us.

I hear many expressions of interest in you and in your work, through Mr. Horton and other of your friends here. We are praying for the Lord's richest blessing upon your mission to America, and trust that your fondest expectations will be fully realized, and pray that those with whom you come in contact here may be inspired with an increased interest in giving the gospel to your people.

Yours very sincerely,

143

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Dec. 14, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Yours of the 10th inst. at hand, also your telegrams of the 13th. I wrote you yesterday explaining about the disposition of your November dividends. Miss Crowell will make up a statement showing the stock sold, and the disposition made of the proceeds, etc. As I stated yesterday, if you will send us your check in advance against your dividend for December, we can have your dividend checks deposited promptly, and credit you with your check simultaneously.

I note by your telegram your disapproval of Fisher's scheme, as you call it. It was not his alone. We have gone through one of the severest testings we have had in the history of our business. Because of Ella's illness I did not care to trouble you with it. Adams & Co., with whom Staats has also seemed to cooperate, have apparently been doing their utmost to defeat Mr. Watchorn in making a financial connection in the east. They have had very rich picking in the past few years off the Union Oil Company, and Mr. Watchorn's success means that they are going to lose their chiefest asset. Mr. Watchorn's negotiations were being embarrassed, and it was costing us not only extra discount on the bonds, but was liable to defeat the matter entirely if the market was not sustained, and hence it became necessary to have some sustaining done at any cost. Mr. Fisher went in and toned the market up about two points, and he bought about 250 shares in doing so; and as Adams & Staats have to take from us some 1500 shares of Provident

M.S. -2-

this month at par, it certainly would not be to their interest to continue hammering very long.

In the meantime, Mr. Watchorn has succeeded in getting preliminary papers on his bond deal signed up by both parties. It is important, however, that the market be kept firm until this whole transaction is closed, and some money in our possession. As you have never had to go through an experience of this kind, you have no idea just what it means. Had it not been for earnest prayer, I would have gone down with nervous prostration.

At the most critical point I called Horton, and Smith, and Merrill, and requested them to unite in prayer for deliverance, claiming the promise that "where two or three shall agree on earth as touching anything that they shall ask, it shall be done for them," and it is amazing the way deliverance has come all along the line in the past three or four days, and seems to be still coming, so that we breathe easy, and our faith and confidence in God is greatly strengthened, and we feel like committing the whole business, and all that we have and are, to Him, to follow His leading, and in seeking to do His will. We can say that we know the Lord hears and answers prayer, but we need to walk humbly, and keep in His will, if we are to continue to claim His blessing

Your telegram telling of Ella's very serious condition distresses us. We had hoped that as she had held up so long, she might get up again, and be able to come to California before long. Many friends here are inquiring in reference to her, and are praying earnestly that you may both know the Lord's grace sufficient.

Yours affectionately,

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Dec. 14, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Enclosed herewith find letters from Mr. Blackstone, together with copies of his so-called "portionettes." Confidentially, I cannot get very enthusiastic over these, as I think his explanations fall short of accomplishing the end in view. Dr. Keller's "Synopsis of the Gospel" is very much superior, in my judgment, and much better adapted to the Chinese mind. I think one mistake Mr. Blackstone is making is in treating the Chinese as children in his expositions, or explanations, which he has given. I would suggest that you study them carefully, and so be able to judge for yourself whether you think these are worthy of so large an expenditure for distribution as Mr. Blackstone seems to have in mind.

Yours affectionately,

Dec. 14, 1910.

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Mr. Wallace Pierce,
145 E. Ocean Ave.,
Long Beach, Cal.

Dear Mr. Pierce:

I was very much surprised this morning on receiving yours of the 8th inst. I had the impression that you were no longer on earth. Glad to know, however, that my impression was erroneous, and that you are not only on earth, but in California, the land of sunshine. I will be glad to see you any time it is convenient for you to call, provided that you do not catch me in a Board Meeting.

Yes, the oil business has grown to large proportions in California, and the consumption is something enormous, being about 180,000 barrels per day, and rapidly increasing, so that we have reason to feel that an investment in oil is safe, and will continue to prove profitable.

Trusting that you may be spared from any further strokes, and that the Lord will reveal Himself to you in all His dealings with you, I am,

Yours very sincerely,

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Dec. 15, 1910.

Mr. A. C. Burkholder,
Upland, Cal.

Dear Sir:

I want to thank you again for your consideration in bringing me that fine bunch of oranges. They now hang from the chandelier in my office, and are receiving a good many commendations.

I have heard from Mr. Edwards this morning, and I have just written him that after Messrs. Stamm and the two Beatties were in to see me, I was to write to you all to have a conference with the Beatties and Stamm at the packing house, but in the rush of business I had forgotten it, and I have recommended to him to try and have a meeting tomorrow, when Mr. Stamm has to be there for a board meeting. I think that the packing house plan can be carried out without interfering with the rights of the orchard superintendents to have their trees protected, and to keep track of the men's time, if that is thought desirable.

The statement for the year's business will be ready for you in a few days.

Yours very truly,

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215

Dec. 15, 1910.

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

Dear Sir:

Am sorry to say that in the rush of business I neglected to call the attention of Messrs. Edwards, Burkholder and Gamsby to the talk that we had when you and your son and Mr. Stamm called on me, and hence they feel as though I had been vacillating in the matter. I am just writing Mr. Edwards today, requesting the proposed conference with you and Mr. Stamm, Sr., at as early a date as possible, so that all the details may be amicably adjusted. I am not sure that I can get over tomorrow, but would be pleased to have you arrange for an early interview with these parties, for in order to get the best results, there must be harmony between the orchard superintendents and the packing house, and there is no real occasion for humiliating these men by doing anything that would imply that their work had been careless or unsatisfactory in the past, which we all know is not the case.

Yours very truly,

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Dec. 15, 1910.

Mr. James Edwards,
Upland, Cal.

Dear Sir:

Yours of the 14th inst. at hand. I am to blame for my negligence. A day or two after sending the letter to Mr. Beattie which I dictated in your presence, Mr. Beattie, Mr. Stamm Sr., and Will Beattie came over to see me. They stated that if our three large orchards were cut out it did not leave enough in the system to warrant their going ahead at all; that the things which you had complained of could be remedied, and I was to write to Mr. Burkholder, Mr. Gamsby and yourself, and arrange to have you all meet Mr. Beattie and Mr. Stamm, and arrange the details to your mutual satisfaction, but I was so busy that I forgot all about it until hearing from you. I never even referred to it to Mr. Burkholder until yesterday.

Now, I would suggest that you three orchard superintendents arrange for a meeting with Mr. Beattie and Mr. Stamm Sr., - by the way, Mr. Stamm is to be there tomorrow, and possibly I may be able to get over myself, - and I think that everything can be fixed up to your mutual satisfaction. I think that the packing house plan can be carried out without interfering with the rights of the orchard superintendents to have their trees protected, and to keep track of the men's time, if that is thought desirable.

It is to our advantage to have this kind of work done, so far as the smaller orchards in the Association are concerned, for the reason that their fruit pro-rates with ours, and if it is not carefully

J.E. -2-

handled, it will reduce our grade all along the line. I would recommend that you follow this course, and do not allow this to disturb you, for if it does not work out satisfactorily after you have tried it for another season, under such modifications as you may agree upon, then I will take the matter up, and we will settle the whole question on its real merits.

I think Mr. Beattie's object in taking up with Mr. Stamm is simply because he is available, and it was important that we have the grading of our packing house made as perfect as possible.

I would suggest that you call up Mr. Gansby, and also Mr. Burkholder, and arrange for a meeting tomorrow, if possible.

Yours very truly,

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213

Dec. 15, 1910.

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

Dear Sir:

Yours of the 14th inst. at hand. A day or two after dictating the letter to Mr. Beattie in the presence of yourself and Mr. Edwards, Mr. Beattie and his son and Mr. Stamm, Sr., called, and stated that it would break up their plan entirely if the large orchards did not join in it. The matter of the complaints that I made about breaking the limbs of the trees, and the time not being closely kept, they conceded could be left to the orchard superintendents, but they thought it would be better to have the same gang do the picking.

I was to write the orchard superintendents, and have you arrange for a joint interview with Mr. Beattie and Mr. Stamm, Sr., and plan all the details, so as to be agreeable to everyone, but in the rush of business I forgot it, so I am the one that is to blame, but I am sure that all these details can be adjusted to the satisfaction of everyone. Although it may not be so agreeable to have some man in charge of the men who are doing the picking, yet I trust that you will kindly take the matter up with Mr. Beattie, and adjust these details, if possible. I have written Mr. Burkholder and Mr. Edwards in reference to the matter. Please do not be hasty in any action which you may take.

Yours very truly,

155
 158

Dec. 17, 1910.

Mr. Milton Stewart,
 Titusville, Pa.

Dear Brother:

Your telegram of the 14th inst. has been repeated. We find the error was in the second word. In the first telegram it came "watch," which means, "have you heard anything new from," while it should have been "match," meaning "sell."

It has been very difficult of late to sell, and I have not put anything on the market, but have now instructed Irwin Herron to sell 50 shares of Provident outside, without going on the exchange, and probably not more than \$98 net will be realized. Am very anxious to sell some myself, but have not dared offer it.

Mr. Watchorn is on the train en route for Los Angeles, due here tomorrow. We understand that he is sick, but he says everything is encouraging. We look for an improvement in general conditions very soon.

May and her sister-in-law, Miss Martin, and Elie Beth are due here this afternoon, to spend the holidays.

There is nothing new in the general situation, excepting that financial conditions seem to be somewhat improved.

Ralph Smith has just phoned us that they have a fine nine pound boy at their house.

We are all well, and all join in love to you and Ella.

Yours very affectionately,

Form 200

THE WESTERN UNION TELEGRAPH COMPANY.

24,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.

ROBERT C. CLOWRY, President and General Manager.

Receiver's No. 157 129	Time Filed	Check
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SEND the following message subject to the terms }
on back hereof, which are hereby agreed to.

Los Angeles, Cal., Dec. 20, 1910.

Milton Stewart,
Titusville, Pa.

Firkin define affliet fawner accuse fashann how is Ella.

Lyman Stewart.

(Chg. Union Oil Co.)

Form 2299

NIGHT LETTER

THE WESTERN UNION TELEGRAPH COMPANY

25,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.

ROBERT C. CLOWRY, PRESIDENT

BELVIDERE BROOKS, GENERAL MANAGER

RECEIVER'S NO.	TIME FILED	CHECK
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SEND the following **NIGHT LETTER** subject to }
the terms on back hereof which are hereby agreed to.

Los Angeles, Cal., Dec. 21, 1910.

Milton Stewart,

Titusville, Pa.

Telegram sent you today was somewhat misleading. Party with whom deal
would be made is not the party mentioned in the telegram. How is Ella.

Lyman Stewart.

(Chg. Union Oil Co.)

SENDER'S
ADDRESS
TELEPHONE NO.

158

165

Dec. 21, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

I have sent you a codified message this morning, which, before codification, reads as follows: "Standard Oil Co. after us. Shall we contract to sell, delivery covering control, at \$125, less 2 1/2% (commission). Telegraph in cipher authority to sell yours. Will write full particulars."

Mr. Watchorn returned on Sunday; had to leave the train a day or two, on account of being threatened with pneumonia, but is all right now, and came to the office yesterday. The pressure on us here was such that we had to hurry him in his negotiations. He had several strings to pull on, but when you get right down to their connection it was found that they were connected with the "System" somewhere, and that practically nothing can be done without the powers that be being cognizant of it.

Mr. Watchorn has a preliminary agreement with Hallgarten & Co., a German house, but the real party behind the deal is Paul Morton. The conditions on which financiers make loans now is that they get a grip on the profits of the concern to which they loan, and also get into its counsels. The terms of this loan are that they pay us \$88 for the bonds, - \$5,000,000, - and they get an option on \$5,000,000 of stock for three years at \$120, and the Stewart interests agree not to sell the control without first offering it to them. I have not studied the agreement carefully, but this is the substance of it. They are to have

M.S. -2

ninety days in which to make an audit of our books, and Mr. Paul Morton is to be a member of our Board of Directors, and is also to have a representative on our Executive Committee.

Now, in the strictest confidence, the deal to which my telegram referred is something different. Mr. Schiff, formerly the head of Kuhn, Loeb & Co., says that the Southern Pacific cannot much longer legally hold its interest in the Associated. They want to get control of the Union Oil Company, and reorganize it, with a capitalization of \$100,000,000 or \$200,000,000, and take over the Associated and Southern Pacific oil interests, and probably some other large oil interests, and so control the industry on this coast. They will not base price on our prospective values, but more nearly on what seems to be market values, and we, unfortunately, have been in such a position that we could do practically nothing in sustaining the market, so that makes a basis for a negotiation. They want an option for six months at \$125, agreeing to loan us \$750,000 for six months at 6% on our bonds, in consideration of the option, which, it strikes me, is entirely inadequate, but I cannot stand the strain any longer. It has been more intense than you have any idea of.

Our misfortune comes largely from our alliance with the independent producers. We turned over to the Agency contracts aggregating 20,000,000 barrels, amounting to about \$13,000,000, and they were very positive they could turn us over a large amount of business very promptly, but as a matter of fact, they have not been able to turn over any, and the whole Agency business has been spread out over the contracts which we had, which leaves us with a very small income, right in the face of having to spend half a million dollars for taking care of the Lakeview oil, a couple of million, over and above the bonds sold, on the Producers' line, and a half

M.S. -3-

million on Mr. Ferrance's harbor contract. These matters have given us a tremendous load of floating liabilities, and our banks here are not strong enough to finance us safely, and if we wait until we are obliged to show our embarrassment, the "System" will trade with us on their own terms.

We can take our pay in cash, or we can take it in stock or bonds of the reorganized company. They will, of course, retire all the old obligations, so as to have a clean slate. I would favor, if it could be so arranged, taking a non-taxable bond that would pay us 6%, for a part of the proceeds of the sale. Of course all stockholders to have the privilege of joining in the sale at the same price.

If I were twenty years younger, I would enjoy holding on to this matter, and making the fight for independence, but the amounts involved are so large, and the methods of the "System" so wicked, that I would regard discretion as the better part of valor, and surrender at sight.

The outlook for our future business was never better. Mr. Penn has handed me a memorandum showing that counting the crude oil at a dollar a barrel at the refinery, the profits will amount to \$1,616,711. Counting the oil at fuel prices, -60 to 64 cents,- the earnings will show \$2,149,360. In addition to this there will be the earnings from our production, our ships, our pipe lines, our sales agencies, our storage and from the Tool Company, all of which will be large.

W.L. reports that the contracts which have been taken on by the Agency will amount, towards the latter part of next year, to 50,000 bbls. per day, so that, before the year would go out, we would have very large earnings. The line handles nicely over 25,000 bbls. per day, and will make, when in full operation, a gross earn of over \$2,000,000 per year; and a net earn, after deducting interest on bonds and debentures, cost of operation,

M.S. -4-

and making annual payment on sinking fund of bonds, \$350,000, and \$300,000 on debenture retirements, of nearly \$1,000,000 for dividends, of which the Union would get about nine fourteenths. But that is too remote to be counted for present relief. Besides, the "System" can practically destroy our profits from the refinery if we do not fall into line.

The taking on of the new business will involve larger investments for water transportation. We had thought there would be no trouble in chartering foreign vessels, but a letter just received from Mr. Tubby indicates that he has canvassed the foreign markets, and finds that there is such a demand for charters that nothing can be obtained for a long time, so that it might be possible that we would have to build more vessels in order to take care of this extra business.

There has been a great deal of prayer in connection with these matters, by many earnest Christians, and the Lord has given some very remarkable answers, so that I am led to believe that this course is the Lord's plan for us. I believe in the proposed new organization they will agree that W.L. shall be the President, so that there will probably not be a very great disturbance in the organization. In fact, they offered the presidency to Mr. Watchorn, but he positively declined it, as he felt that W.L. was the logical person to continue in the presidency of the Union Oil Co.

My purpose in wiring you is that they have sent to their attorneys here to investigate how our stock stands, and see whether we can deliver the control, and as the Stewart interests have always been counted as a unit, - but are not legally bound together, - it becomes necessary, in signing the contract that is asked, that I have some legal authority from the other Stewart interests. On receipt of this, I wish you would sign the enclosed power of attorney, authorizing me to include your interests in the proposed deal; and I think it will be necessary for you to also

M.S. -5-

authorize Mr. Kellogg, as your Trustee, to include the stock which you have trusted with him, in the proposed deal.

Our time is necessarily short here, and if we can be disentangled from these affairs, we may be able to do some work in the Lord's vineyard that will count infinitely more for us than could possibly be the case if we kept on digging.

I sold for you yesterday 50 shares of Union Provident stock at \$98.50, less commission, and deposited the amount, - \$4900.37,- to your account in the Farmers & Merchants Bank, and sent you a codified telegram notifying you of the sale.

With love to Ella, I am, as ever,

Yours affectionately,

Dec. 22, 1910.

STRICTLY CONFIDENTIAL.

138 W.B. Stewart 195
110 Eva P. Lawson 206
— Lydia O. Price, 169

Enclosed find power of attorney which will explain itself. If you wish to join with me in the sale of the control of the Union, please sign immediately the enclosed power of attorney authorizing me to sell your stock, and you will please give no intimation of this transaction to any one in any manner whatever, as a "leak" might cause us a good deal of money. The price will be \$125 per share less two and one-half per cent commission.

Yours very truly,

Form 800

THE WESTERN UNION TELEGRAPH COMPANY.

24,000 OFFICES IN AMERICA. INCORPORATED CABLE SERVICE TO ALL THE WORLD.

ROBERT C. CLOWRY, President and General Manager.

Receiver's No.	Time Filed	Check
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SEND the following message subject to the terms on back hereof, which are hereby agreed to.

Los Angeles, Cal., Dec. 22, 1910.

Milton Stewart,

Titusville, Pa.

Draper owns alchemic adequate acquest United adept adage Union affix
 acoriten Provident drama and wife own alarm action United adduce
 accede Union adjust acervose Provident approximately. Lettergram
 following.

Lyman Stewart.

(Chg. Union Oil Co.)

Form 2289

NIGHT LETTER

THE WESTERN UNION TELEGRAPH COMPANY

25,000 OFFICES IN AMERICA INCORPORATED

CABLE SERVICE TO ALL THE WORLD

ROBERT C. CLOWRY, PRESIDENT

BELVIDERE BROOKS, GENERAL MANAGER

RECEIVER'S NO.	TIME FILED	CHECK
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SEND the following **NIGHT LETTER** subject to the terms on back hereof which are hereby agreed to

Los Angeles, Cal., Dec. 22, 1910.

Milton Stewart,

Titusville, Pa.

Cipher despatch sent giving you information asked. Kellogg approves.
 Hughes not advised. Situation renders prompt action imperative.
 Strongly advise it as most prudent thing to do. Involves reorganization
 on much stronger basis in which we can participate. Party is not the
 one referred to in code message of twentyfirst.

Lyman Stewart.

(Chg. Union Oil Co.)

SENDER'S ADDRESS TELEPHONE NO.

Form 2289

165
1128

NIGHT LETTER

THE WESTERN UNION TELEGRAPH COMPANY

25,000 OFFICES IN AMERICA INCORPORATED CABLE SERVICE TO ALL THE WORLD
 ROBERT C. CLOWRY, PRESIDENT BELVIDERE BROOKS, GENERAL MANAGER

RECEIVER'S No.	TIME FILED	CHECK

SEND the following NIGHT LETTER subject to
 the terms on back hereof which are hereby agreed to }

Los Angeles, Cal., Dec. 24, 1910.

Milton Stewart,
 Titusville, Pa.

Please wire by Monday that your stock will stand with the other
 Stewarts in handling control of United Petroleum Company as a
 unit. This is absolutely necessary in order to close eastern
 bond deal. If you have received letter of twentyfirst enclosing
 power of attorney simply wire power of attorney signed and mailed.
 How is Ellie. All join in loving Christmas greetings.

ndly

Lyman Stewart.

(Chg. Union Oil Co.)

✓

Dec. 24, 1910.

Mrs. Marcia Breaky,
926 S. Hope St.,
City.

Dear Mrs. Breaky:

With my warm Christmas greetings and best wishes, kindly
accept the enclosed check, and believe me, as ever,

Yours very sincerely,

166

172

Dec. 24, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Mr. Stewart:

Your November dividend was released by the Union Oil Company a few days ago, and placed to your credit on the books of the company. The amount, (exclusive of the Union Oil dividend, which had been deposited to your account in the Farmers & Merchants Bank, to cover an overdraft) was \$17,270.70. There has been issued to you on account of this amount, 86 shares of Union and 86 shares of Union Provident stock. The amount of \$12,293.75 was needed to clean up your third installment, and \$4,906.25 was credited on your fourth installment. The small balance of \$70.70 remains to your credit in your general account on the Union books.

With best wishes, and with sincere sympathy for you in this time of trouble, I am,

Yours very sincerely,

164

Dec. 28, 1913.

Mrs. Lydia S. Prige,
440 Casco St.,
City.

Dear Sister Lydia:

Yours of the 23rd inst., also the power of attorney signed by you, duly received.

I certainly have not changed my mind as to the desirability of holding the control of the Union, but altered conditions have changed my attitude toward this matter. There will doubtless be opportunities for good and safe investments. There probably will be a reorganization of the Union, which will put it on a very substantial and permanent basis, and there will be an opportunity for you to continue your investment in it; but if you do not choose to invest in that way, there will be other opportunities where money can be used to excellent advantage. You will please keep in mind the fact that the rest of us will be in the same position in reference to investments, and there is no doubt that we will be able to find good openings that will be not only safe, but remunerative.

You will please regard this movement as strictly confidential, - not to be even hinted at to your best friends, as any suggestion given out along this line might cost us a great deal of money.

Yours very affectionately,



Dec. 28, 1910.

Mr. R. W. Poindexter,
409 Wilcox Bldg.,
City.

Dear Mr. Poindexter:

Mr. Kellogg has handed me a note from you under date of Dec. 21st, in reference to contributing to the moving expenses of Rev. Mr. Blew. I have felt that I should not be expected to contribute to an expense of this character, for the reason that I paid the moving expenses of his predecessor, to the amount of over \$400, and while some of the brethren intimated that they would contribute something towards it, I have never yet received a dollar, and am not asking it nor expecting it; but naturally feel, under the circumstances, that I should not be called on to contribute to the moving expenses of his successor.

Trusting that you will see the reasonableness of my attitude, I am,

Yours very sincerely,



Dec. 28, 1910.

Mr. Robert Young,
213 Stimson Block,
City.

Dear Sir:

I beg to acknowledge receipt of yours of Dec. 27th, in refer-
ence to the contests filed against the will of Mrs. A. M. Shinkwin.

It looks to me very much like trumped-up claims, after this
long delay, and if I have been correctly informed in reference to the
estate, it would seem that there was nothing in it to fight for. You,
however, as attorney, are in a better position to judge of what you
should do in the case, in view of all the circumstances, than I.

Yours very truly,

168
174

Dec. 28, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Your letters of the 19th and 20th, lettergram of the 27th, and telegram of even date, at hand. Before receiving your lettergram of the 27th, we had acted on your letter of the 19th, as per enclosed statement, so that your lettergram is too late for us to act on the instructions contained therein, but we will endeavor to market some more stock, so that your account will be protected.

Your telegram of this date, consenting to the meeting of the Board of Directors of the United Petroleum Company, came signed "L. Stewart" so we were obliged to have it repeated, and with your full signature, as "Milton Stewart," because that is the way your name appears, and we are now in the hands of lawyers, and everything must be legal.

I should have explained to you in my letter of the 21st, or rather, in my telegram of that date, that the first clause of the telegram was simply intended to give a reason for our selling, and why we felt that they were after us. They have been cutting the price of fuel oil very heavily, have been making reductions on refined products, are preparing, we understand, to go into the asphalt market, and are inaugurating a very vigorous campaign in reference to selling refinery products; for instance, in towns where they have been running their wagons only once a week, they are putting on a daily service, and are reaching out in smaller places, so that it looks to us as though they were preparing for a fight to the finish; and we are in no condition for an endurance

M.S. -2-

contest, and hence our desire to get out without enduring the strain that would be incident to a fight.

Mr. Hill reports that the Lakeview well is down to 9000 bbls. 25% of which is water, or rather, an emulsion which will not settle. Our Sage No. 9, near the Lakeview, is flowing from 3500 to 3800 bbls. per day. Nos. 10 and 11 have been in the sand and shown very strong, but sanded up; now being cleaned out.

I am sending Mrs. T. C. Rounds, 1425 Solon Place, Chicago, my proportion of the first quarter of Mr. Meyer's salary, which amounts to \$225. She is the Superintendent of the Hebrew mission of Chicago, and this salary, since Mr. Blackstone went away, has been paid through her. I think it better to pay it in this way than through Mr. Blackstone, because Mr. Meyer suffered great inconvenience last year, by reason of the delay of Mr. Blackstone's checks.

By the way, do you wish to continue the payment of Rev. A. V. Gray's salary in China? When we took this, it was understood to be only from year to year, and as we have a good many matters to take care of, I have thought of letting the Board assume it hereafter.

I have sold for you today twenty shares of Union Provident stock at \$98.50. Will receive payment tomorrow, and place the amount to your credit in the Farmers & Merchants Bank.

With much love to Ella, I am, as ever,

Yours very affectionately,

172
204

Dec. 30, 1910.

Mr. Milton Stewart,
Titusville, Pa.

Dear Brother:

Yours of the 22nd inst. at hand. Your views in reference to parting with the control coincide exactly with mine. It is not a pleasant matter to consider. I am sure that if our properties were more fully developed they would show a much larger value than can be realized, but life is too short. As I wrote you yesterday, we are in no condition to go into an endurance contest. The United Petroleum Co. has been borrowing money for years for its stock and bond subscriptions, and is carrying a large liability, and I have been doing the same thing, and in a similar condition, so that in an endurance contest, with the possibility of having dividends stopped, our interest, being so largely in the United Petroleum Co., would be imperilled.

No person knows anything of this move except Kellogg, Watchorn, Hughes, W.L., Fenn, and Miss Crowell. Kellogg, Watchorn, Hughes and W.L. all favor the move.

Mr. Schiff's plan, as he outlined it to Mr. Watchorn, would be to reorganize the company with a large capitalization, absorb the Associated and Southern Pacific interests, with possibly some other of the large companies, and then run it on the basis of the Standard Oil Co., and make dividends for the stockholders. You will remember that the men who sold out to the Standard, and took Standard stock in payment, fared well financially, - much better than those who insisted on cash. As I understand it, we will have the privilege of taking cash, or stock

M.S. -2-

or bonds. These matters, of course, have not yet been worked out or outlined, - or at least they have not been made known to us. I have not yet signed any agreement in reference to the matter, but will probably do so before you receive this. Physically, I am not equal to going through another year's business like the last, and would be willing to make large sacrifices in order to become disentangled from these matters. The attitude of Adams & Co., and the apparent willingness of Mr. Staats to join them in making the financing hard for us, is the principal reason for my considering this move. When we cannot depend on men who are in our own counsels, we do not know where we may land in a fight, because some of our parties would doubtless throw their influence to the parties who would pay the most money. We have apparent evidences of this already. These parties have been very antagonistic towards Mr. Watchorn, because if he succeeds it deprives them of the rich picking which they have had in the past. They have apparently begun to feel that the Union Oil Co. belongs to them, and it is their right, by reason of their being financial men, to handle the financial affairs of the company, and to take a heavy toll for doing so, and without a corresponding service.

With love to Ella, I am,

Yours affectionately,

139

Dec. 30, 1910.

Mr. J. D. Miller,
Newton Hamilton, Pa.

Dear Comrade:

Yours of the 24th inst. at hand. Am sorry to learn of your poor health, and trust you have recovered ere this.

I note what you say about the springs which are supposed to be impregnated with oil. From your description I would say that it is no indication of oil, but of some mineral that colors the bottom of the stream. Oil, being lighter than water, invariably floats on it, and never leaves any deposit on the bottom. Any evidence of actual oil in any stream would certainly lead the prospector to do some drilling. A geologist may be able to tell the story, but the drill will doubtless be necessary to prove it.

Trusting that you have had a merry Christmas, and wishing you a happy New Year, I am,

Your affectionate comrade,

✓

Dec. 30, 1910.

Mr. Ralph W. Sumner,

Grossmont, San Diego Co., Cal.

Dear Sir:

Yours of the 27th inst. at hand. Have taken up the matter of outdoor work for you with our Sales Department, which is the only department that could supply outside work at present, and there will possibly be an opening for driving an oil wagon, delivering refined oil and gasoline. If that kind of a job will fit you, please write to Mr. H.S. Botsford, and he will give you full information.

With kind regards to your mother, I am,

Yours very sincerely,

✓
320

Dec. 30, 1910.

Mr. Fred C. Nelles,
419 Wright & Callender Bldg.,
City.

Dear Sir:

Yours of the 29th inst. at hand. Pleased to hear from you, and desire to say that your manner of settling for the Warren engine is quite satisfactory to me.

Mr. Watchorn returned ten days ago, but it will be probably only a few days until he goes off on another long trip, so I would suggest that as early as possible you have him sign up on your incorporation papers.

Yours very truly,



Dec. 30, 1910.

Chas. T. Youngken,
262 $\frac{1}{2}$ S. Main St.,
City.

Dear Sir:

Yours of the 24th inst. duly received. I have some conception of the value of your good work, and am sorry not to be able to continue my subscription to it. Possibly later I may be able to resume it. Certainly there are many people here who would be glad to contribute if they knew the value of your work, and I would suggest that some steps be taken to get it before them.

Praying that the Lord's blessing may continue upon your work, and that He will open to you the way for the relief which you seek, I am, as ever,

Yours very sincerely,
