



**HOTEL JEFFERSON**

ABSOLUTELY FIREPROOF.

ST. LOUIS, MO.

ST. LOUIS, MO.  
FEB 10  
1230 AM  
1916



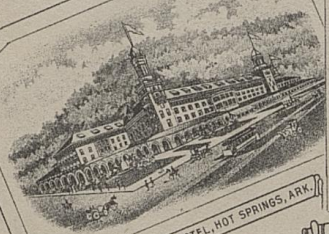
Hart Gibson Foster Esq<sup>r</sup>  
Tacoma  
Washington.

312 No. Cliff Ave.

HOTEL JEFFERSON



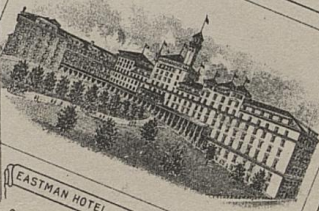
ST. LOUIS, MO.



ARLINGTON HOTEL, HOT SPRINGS, ARK.



PLANTERS HOTEL, ST. LOUIS, MO.



EASTMAN HOTEL, HOT SPRINGS, ARK.

LYMAN T. HAY, GEN'L MGR.

HEESE ENV. & LITHO CO ST. LOUIS





A. B. GAINES, PRESIDENT.  
LYMANT. HAY, MANAGER.

CABLE ADDRESS  
"JEFFERSON"

# HOTEL JEFFERSON

St. Louis, Mo.

EUROPEAN PLAN.  
ABSOLUTELY FIRE PROOF.

219/16

1911

12<sup>TH</sup> AND LOCUST STS.

My Dear Tom -  
I expected to get  
a telegram from you at the Sixton  
in Cincinnati but, nothing doing.

Hope you are not ill - every  
thing is O.K. Your mother & Edmund  
came over to Cincinnati with me  
leaving last night, returning. They  
phoned me that there was nothing  
from you this morning. Arrived  
here this evening & leave at 11 P.M.  
for K.C. - (Kansas City) - will be  
there tomorrow & stop at the Ballwinor.  
Hope to receive word from you there.

Have been busy trying to get  
the lawyers in the English matter  
fixed & also in the matter of  
the accident settlement. All will  
when I left. Stewart Garrett





A. B. GAINES, PRESIDENT.  
LYMAN T. HAY, MANAGER.

CABLE ADDRESS  
"JEFFERSON"

**HOTEL JEFFERSON**  
St. Louis, Mo.

EUROPEAN PLAN.  
ABSOLUTELY FIRE PROOF.

12<sup>TH</sup> AND LOCUST STS.

191

Came up to spend week end  
with Addison - Thinking he likes  
the Lexington girls. Hope to  
get at something while in Kansas  
City. You bet I would like to sell  
to the Clay people but I am figuring  
all the time in case we cannot.

I only had the one set of plans  
so brought them with me. Anderson  
has a man who is going to work  
for him in about two weeks who  
can go at our Hammond or modified  
if we decide, but I did not want  
to tell too much until I tried out  
the K. C. people & see if there is  
a chance for a sale. When I come  
back I will know & then can  
go at it. Am sure the Cement people  
will cooperate. Went through past





A. B. GAINES, PRESIDENT.  
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12<sup>TH</sup> AND LOCUST STS.

191

the big Lehigh plant today it is a  
whale. Love to see at 823. will  
write tomorrow from K.C. (not Keller-  
Thompson.) Regards to Johnston  
Hope you have not frozen up  
& that you are well.  
Affectionately  
Dad.



HOTEL BALTIMORE.



BALTIMORE AVENUE ELEVENTH TO TWELFTH STREET.

KANSAS CITY, Mo.

312 No. Cliff Ave.

KANSAS CITY  
FEB 12.  
12 AM  
1916



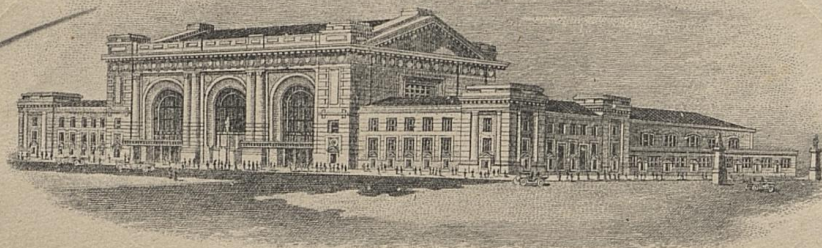
Wm Gibson Foster Esq

Facoma

State of Washington.



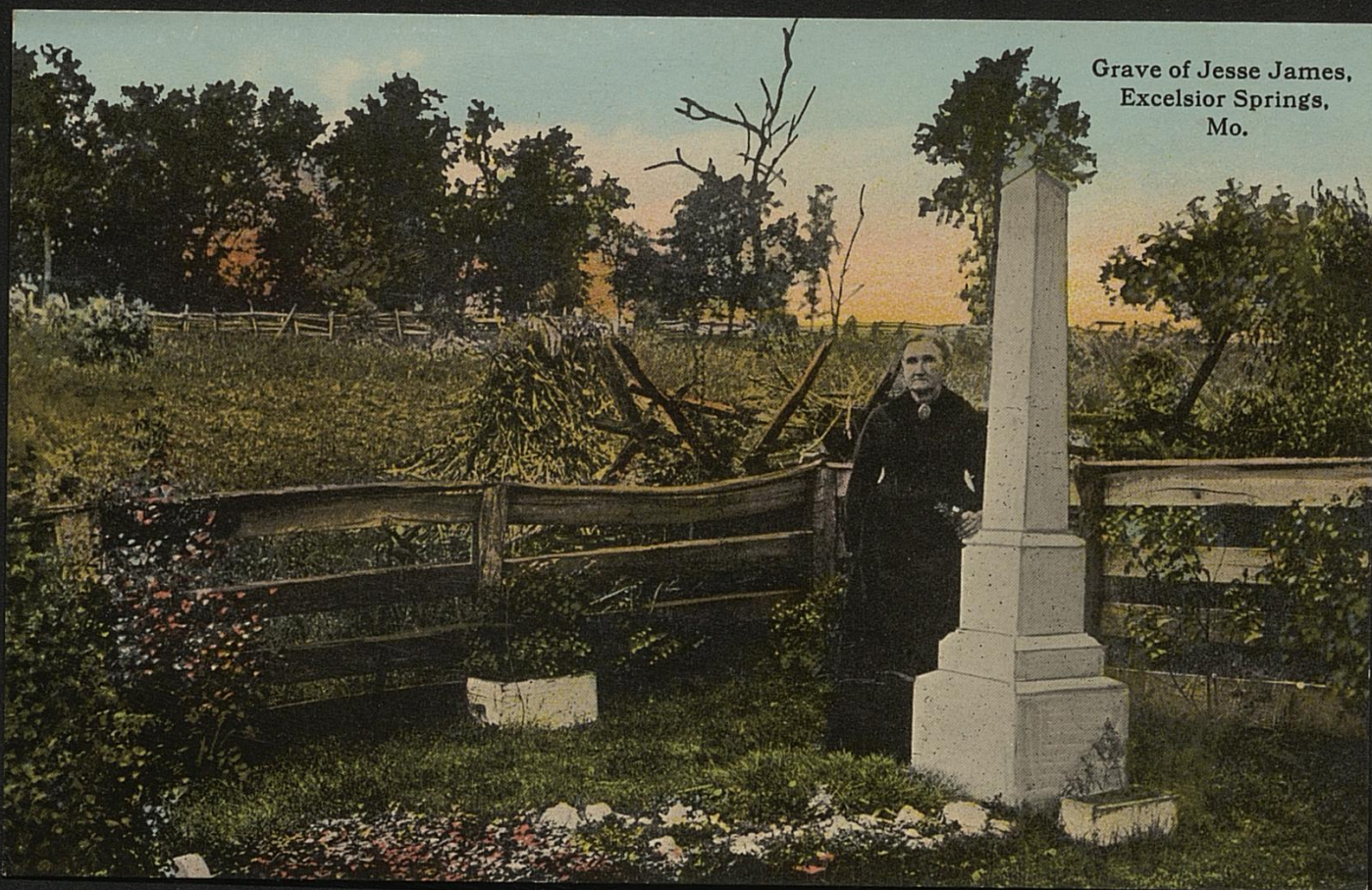
*Will write  
tomorrow*



NEW \$7,000,000 UNION PASSENGER STATION, KANSAS CITY, MO.



Grave of Jesse James,  
Excelsior Springs,  
Mo.





Hi -

Read the enclosed  
to Cappa & Cousin Beall.  
Will get away from here  
tomorrow. Probably

leave K.C. on Thursday  
and D'Paul Friday

Am feeling better but  
still not up to the mark.

Wish I could stay a  
week longer. Hope

you collected the Crow  
off Dad.

MESSAGE MAY BE WRITTEN ON THIS SIDE.

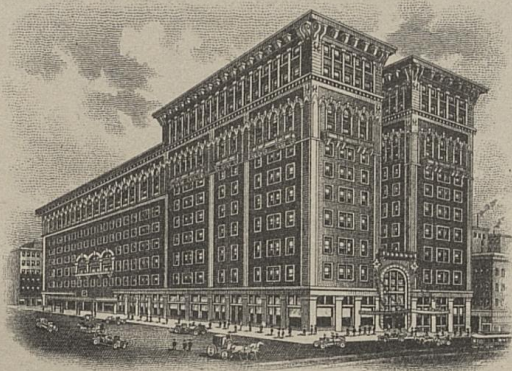
ADDRESS ONLY ON THIS SIDE.

POST CARD

A-6509

Place the Stamp Here  
ONE SENT  
For United States  
and Island Possessions,  
Cuba, Canada and  
Mexico.  
TWO CENTS  
For Foreign.





BALTIMORE AVENUE ELEVENTH TO TWELFTH STREET.

THE  
**BALTIMORE**

EUROPEAN.  
ABSOLUTELY FIRE PROOF.

DEAN HOTEL CO.  
PROPRIETORS.

FRANK J. DEAN, PRESIDENT

**Kansas City, Mo.**

2/12/16

My Dear Matt -

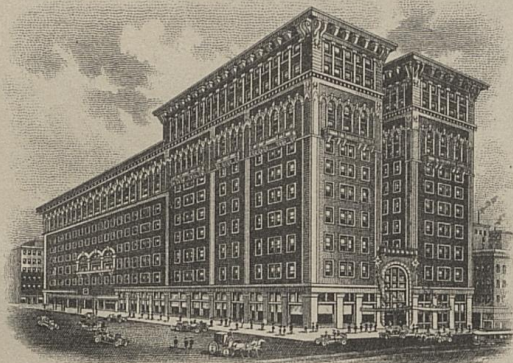
Your letters were forwarded to me here. You must be having a bad season on the Down.

Do not understand how you interpreted my wire to Mr. Curless that I had given up the idea of selling to the Clay people.

I wrote you - you know I was in the first place. I had the grip when I expected to come on here, next I could not get away from Lexington on account of the English side litigation & also quit for the accident. I came here at once & have seen the Long-Bell people. Am going to Excelsior Springs with Mr & Mrs. Debb, of that Company, to spend Sunday & talk about pipe. I called on



2



BALTIMORE AVENUE ELEVENTH TO TWELFTH STREET.

# THE BALTIMORE

EUROPEAN.  
ABSOLUTELY FIRE PROOF.

DEAN HOTEL CO.  
PROPRIETORS.

FRANK J. DEAN, PRESIDENT

**Kansas City, Mo.**

Leuit Klenn, who used to be in St Paul,  
 in the Army, & who married Mr Strim's  
 daughter. Mr Strim is a great  
 friend of Walter S. Dickey. I told Klenn  
 about what we had & that I was  
 going to put it through the lumber people.  
 Klenn invited me to lunch today.  
 I also saw Herb Strait a machine  
 manufacturer here, & a class mate of  
 mine & had him look at the plans  
 with the idea to build the machines.  
 & so I could get Beebe to let Dickey  
 know that I was talking with Strait  
 also told Klenn about it.

By Monday I think Dickey will  
 know I am in town. If Curless  
 has been writing & the clay people  
 know & they are receptive there  
 may be a chance to sell, but I want  
 to get my lines layed & do not wish





BALTIMORE AVENUE ELEVENTH TO TWELFTH STREET.

THE  
**BALTIMORE**

EUROPEAN.  
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DEAN HOTEL CO.  
PROPRIETORS.

FRANK J. DEAN, PRESIDENT

**Kansas City, Mo.**

to bring it if possible. All of my  
talks about perfecting & building the  
machine was, first - to have it known  
next - to be ready if we did not  
sell. I am going to see the  
Cement people but laying  
my plans the other way first.  
That is the reason I thought  
it best not to go to the Cement  
Show. Curless comes go & I  
could work the other if he  
thought it best, but he did  
not answer my wire asking  
his opinion - He is in  
on this game & I wanted his  
candid opinion. Why I  
suggested meeting in Kansas  
City was so we could talk it  
over & he could go on to Chicago  
& I stay here & decide on some





BALTIMORE AVENUE ELEVENTH TO TWELFTH STREET.

# THE BALTIMORE

EUROPEAN.  
ABSOLUTELY FIRE PROOF.

DEAN HOTEL CO.  
PROPRIETORS.

FRANK J. DEAN, PRESIDENT

**Kansas City, Mo.**

plan. I hope do not think  
I have been ignoring him but  
I have been keeping you posted  
& expected you to show him  
anything for I want him to know  
Received a letter from Horning  
& will see him when I go through.  
He will be at the show -

I have to go to St Paul regarding  
my taxes & see about the property.  
Your mother & all were well  
when I left. Big crowds here  
as usual. Saw Mr. Wallis &  
phoned Mrs Wallis & Mr. Wilkinson.

I'm back at 5:30

Hope your roof has not broken  
down. Regards to Johnston

Love to Beso & Bob

Affectingly  
Dad.





**THE ELMS**

AMERICAN PLAN

EXCELSIOR SPRINGS, MO.

EXCELSIOR SPRINGS  
FEB 14  
6-30P  
19 16  
MO.



Walter Gibson Foster Esq<sup>r</sup>  
Tacoma,  
Washington.

312 N. Cliff Ave

AMERICA'S GREATEST HEALTH AND PLEASURE RESORT

© C. B. BART PRESS



## HEALING WATERS AT EXCELSIOR SPRINGS

### DISEASES TREATED

RHEUMATISM, ALL KINDS, BLOOD POISONING, ALL KINDS, SKIN DISEASES,  
ALL KINDS, STOMACH AND LIVER TROUBLES, MALARIA, DROPSY,  
DIABETES, NEURALGIA, DYSPEPSIA, CONSTIPATION,  
JAUNDICE, NERVOUSNESS, ALL KINDS, CATARRHAL  
TROUBLES, KIDNEY & BLADDER DIFFICULTIES,  
OBESITY, BRIGHT'S DISEASE,  
AUTO INTOXICATION

THE  
ELMS

Absolutely Fireproof  
with House  
Hotel

THE  
ELMS

Surrounded by a  
Beautiful 10-Acre  
Park

# THE ELMS

AMERICAN PLAN

OPEN THE YEAR AROUND

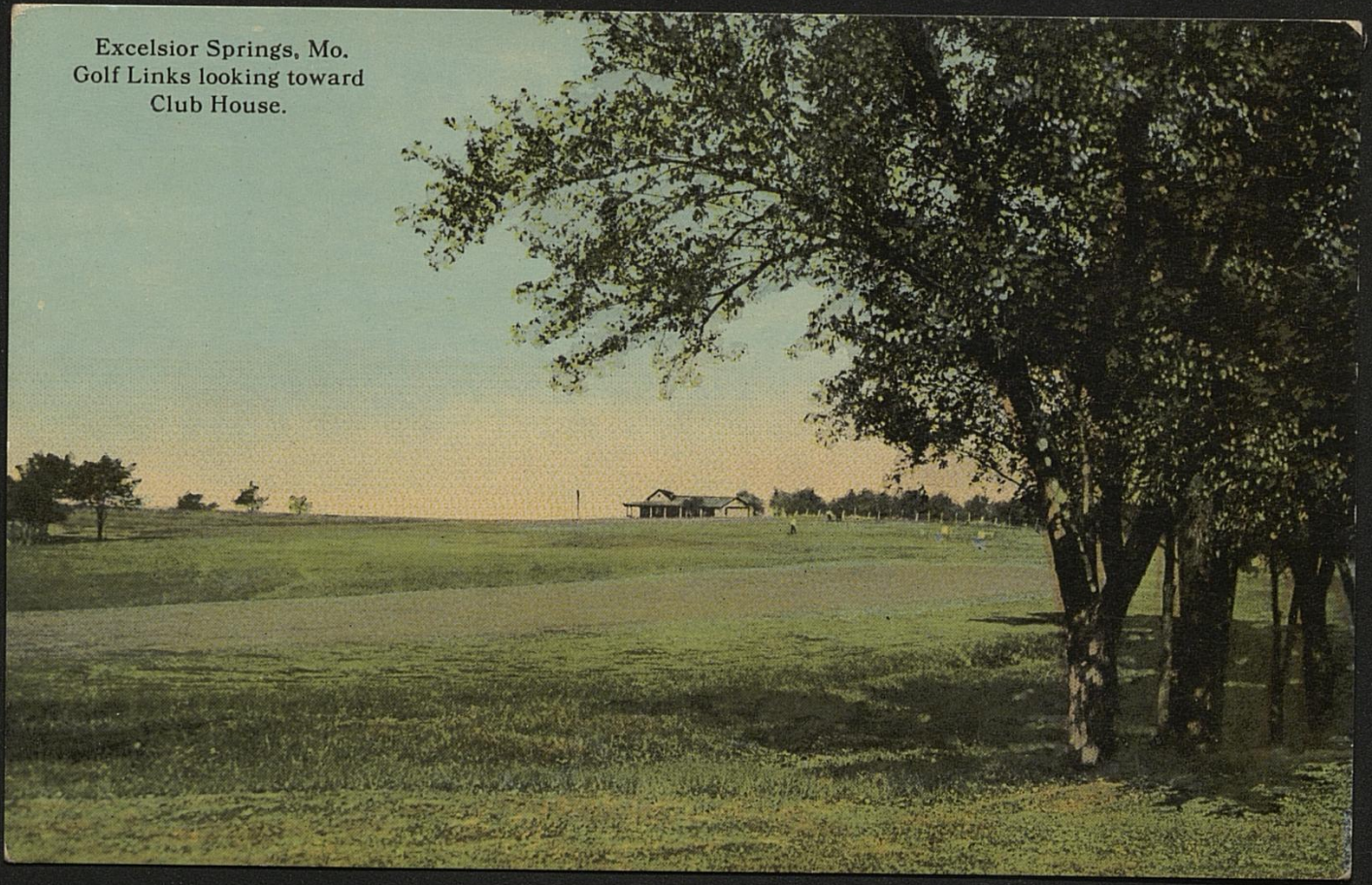
JOHN EMMKE, MANAGER

EXCELSIOR SPRINGS, MISSOURI

DRS. BOGART & BAIRD, MEDICAL DIRECTORS



Excelsior Springs, Mo.  
Golf Links looking toward  
Club House.





# POST CARD

MESSAGE MAY BE WRITTEN ON THIS SIDE.

ADDRESS ONLY ON THIS SIDE.

Place the Stamp Here  
ONE CENT  
For United States  
and Island Possessions,  
Cuba, Canada and  
Mexico.  
TWO CENTS  
For Foreign.

PUBLISHED BY SMITH SYNDICATE, EXCELSIOR SPRINGS, MO. MADE IN U. S. A.

R-24220



GOLF LINKS EXCELSIOR SPRINGS MO





PUBLISHED BY SMITH SYNDICATE, EXCELSIOR SPRINGS, MO. MADE IN U. S. A.

# POST CARD

MESSAGE MAY BE WRITTEN ON THIS SIDE

ADDRESS ONLY ON THIS SIDE

Place the Stamp here  
ONE CENT  
For United States  
and Island Possessions  
Cuba, Canada and  
Mexico.  
TWO CENTS  
For Foreign.

EXCELSIOR

R-41277



The Excelsior Springs Golf Club, Club House,  
Excelsior Springs, Mo.





A-16706

# POST CARD

MESSAGE MAY BE WRITTEN ON THIS SIDE

ADDRESS ONLY ON THIS SIDE

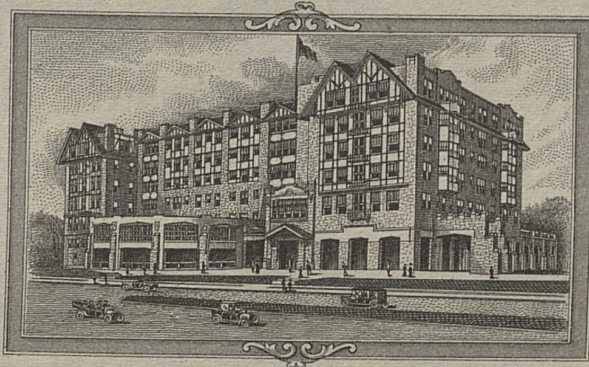
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PUBLISHED BY SMITH SYNDICATE, EXCELSIOR SPRINGS, MO. MADE IN U. S. A.

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HEALING WATERS  
AT EXCELSIOR SPRINGS  
DISEASES TREATED  
RHEUMATISM, ALL KINDS  
BLOOD POISONING, ALL KINDS  
SKIN DISEASES, ALL KINDS  
STOMACH AND LIVER TROUBLES,  
MALARIA, DROPSY, DIABETES,  
NEURALGIA, DYSPEPSIA,  
CONSTIPATION, JAUNDICE,  
NERVOUSNESS, ALL KINDS  
KIDNEY AND BLADDER DIFFICULTIES,  
OBESITY, FEMALE DISEASES  
BRIGHT'S DISEASE  
AUTO INTOXICATION  
ABSOLUTELY FIRE PROOF



THE ELMS  
SURROUNDED  
BY A  
BEAUTIFUL  
TEN ACRE PARK  
BATH HOUSE  
IN HOTEL  
18 HOLE GOLF COURSE  
COURT GOLF,  
TENNIS,  
HORSEBACK RIDING, MOTORING,  
BOWLING AND DANCING.  
JOHN EMMKE  
MANAGER.  
DRS. BOGART & BAIRD  
MEDICAL DIRECTORS.  
OPEN THE YEAR ROUND

## THE ELMS

AMERICAN PLAN

EXCELSIOR SPRINGS, MO.

2/14/16.

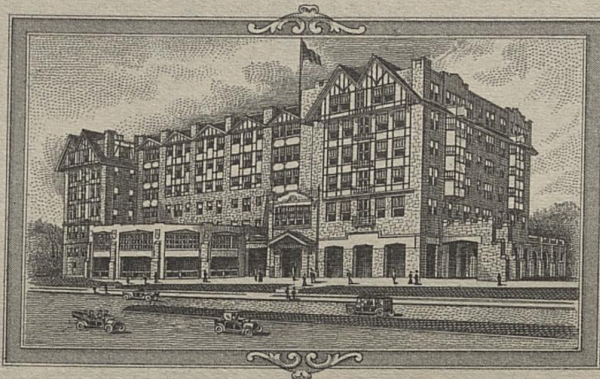
Dear Gibson

I came over here with  
Mr & Mrs Beebe & took some baths. Found myself  
in a bad liver condition & the water at first  
knocked me out. Have had a headache for  
two days but think by tomorrow I will be  
better. Tell Pappa I found Marcus  
Johnson, Alex McKenzie & Lee Pettibone here.  
Marcus is knocked out & we are working together.  
Hope to be able to get back to Kansas City tomorrow  
& to O'Fallon by Friday. Tell Charlie I saw  
his old friend Porter Stace at the Mining Club.  
Weather cold but clear. Hope your conditions  
are O.K. & that you will not have heavy floods.  
Lumber should go up for the floods in the South  
are bad. Mr. Heim is in Florida. Have  
heard nothing from Disney. Am beginning to  
think it will be a good bet for me to  
go to manufacturing machines & let the clay



HEALING WATERS  
AT EXCELSIOR SPRINGS  
DISEASES TREATED  
RHEUMATISM, ALL KINDS  
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THE ELMS  
SURROUNDED  
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JOHN EMMKE  
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DRS. BOGART & BAIRD  
MEDICAL DIRECTORS.  
OPEN THE YEAR ROUND

## THE ELMS

AMERICAN PLAN

EXCELSIOR SPRINGS, MO.

People go unless I go direct to Dickey ✓

My head aches so I will stop  
+ write tomorrow. Hope you are

All well. Love to all at 523 North Tacoma

Affectionately

Dad.



MARTIN H. ALBIN

ATTORNEY AT LAW  
ST. PAUL, MINN.

2/24/16.

My dear Nat -

Since my arrival here I have  
been looking into my taxes + figuring how we have  
been overcharged. I find that Mr. George Thompson  
has gone to California + will not return for three  
weeks. Am very much disappointed for I wanted  
him to try out one of the machines + through him  
we could sell a great many. Cement is high here  
Am told up around \$2.00 per barrel, but will find out  
definitely tomorrow. Steel is out of sight + then for  
long indefinite deliveries. Bradford representing the  
Inland Steel Co. has not sold any to amount to anything  
since August + he tells me that he could not promise  
anything before 1917. Lumber + cement should come  
into their own. The Allies have contracted for supplies  
+ munitions for three years. I went out to the Kansas City



Concrete Pipe Co. plant & saw their McCracken  
Machine. It is a good loading machine & they make  
2 1/2 to one double strength pipe. The pipe is rougher  
than ours & very heavy with ribs in it. Mr Hopkins  
is stuck on the machine & says he can make 1900 ft  
of 6" pipe per day. I am from Missouri.

They have sold a considerable. He had an old  
Jomium machine which is cumbersome & costs  
too much to make. I heard from Mr. Williamson  
that the Dola Cement Co. own the plant. They having  
bought. They bid on a large order for the City  
& Dicky (clay) offered cement at retail at a profit  
of one cent per barrel. Then the cement people  
told Dicky if he kept out of cement they would  
not stand behind the cement pipe Co. They were afraid  
of ~~raising~~ the price of cement. Hopkins said  
he was going for both the cement & clay people  
on the Anti Trust proposition & raise case, but  
if the Dola people own the plant I guess that



MARTIN H. ALBIN  
ATTORNEY AT LAW  
ST. PAUL, MINN.

is all talk. Dicky said nothing to me  
& I am satisfied he knew I was in the  
city. I got his prices which I enclose.  
Hopkins said his plant cost \$140 at the yard & 80¢ on cars.  
& gravel 150 while Cement is \$142. It shows me a  
statement of the Dola people, who ran his plant  
for four months where they made a gain of 42%.  
The fact that the Dola people ran the plant for  
4 months may have led people to believe that they  
owned it. I am going to wait to see John  
Mitchell next week before I wire you & Curless.  
but I am afraid we are going to have a hard  
time to get the machines built now, consequently  
we can do better at present to build me a two  
& get some contracts & made pipe - Dora is building  
an awfully lot of drain tile (large) & there are  
some McCracken machines used. I can do  
better to have Curless here & go through the whole thing  
then go at it for I do not think Dicky will do  
anything for he would be obliged to have the McCracken



patents. They travel the inside with a revolving  
travel with the casing stationary - was sorry they  
were not running - I hope you all can  
dispose of the plant & get cleaned up. I  
am enclosing the Foundry bill ~~asked~~ but hope  
you wont be obliged to use it. How are you  
coming with the Clay people. Are they going to  
take the Thomas machine? You are looking  
after everything I know & am sure Mr Curless  
is anxious to get at it, but you cannot know  
how things are here. I do not like to stock a company  
& lose control & am sure Mr Curless does  
not care to either. That is the reason why  
I think it might be better to build some machines  
for Mr Thompson & rent them & also get a contract  
for pipe & make the pipe ourselves. In this way  
it will not take so much money & will  
be in our hands. I dont think Thompson will  
be up on Puget Sound or I wont know you see him.  
Southern Minnesota & Iowa are going to use lots of  
stick tile. Max Matheson is selling lots of bonds for this



MARTIN H. ALBIN  
ATTORNEY AT LAW  
ST. PAUL, MINN.

work. After I see John Mitchell Monday  
will write you + Curless.

I sent in my income tax report direct to  
the collector. I won't have to pay any income tax  
but it is necessary to send it in.

I hope Cappa + Gramma are well. I see by the  
Seattle paper that golf is being played so I suppose  
the weather is all right + Grand ma can get out.  
Love to them all. All ask for you all.

Tell Grand ma that Mrs. Darbo is a great  
grand mother. Dorothea Stumble has a little  
boy. She ran away + got married about  
a year ago. Dad Clarence Johnstone + Leased  
for you. These are two good cities + no mistake.  
Give Curless all the love. Regards to  
Johnstone. If you need any money before I  
return better get it from Beale if you can or  
Cappa.

Affectingly  
Dad.



CLASS OF SERVICE DESIRED	
Fast Day Message	
Day Letter	
Night Message	
Night Letter	

Patrons should mark an X opposite the class of service desired; OTHERWISE THE TELEGRAM WILL BE TRANSMITTED AS A FAST DAY MESSAGE.

# WESTERN UNION TELEGRAM



NEWCOMB CARLTON, PRESIDENT

Receiver's No.
Check
Time Filled

Send the following telegram, subject to the terms on back hereof, which are hereby agreed to

191

To

*Famias vacou a Friday found  
the same day. Detention 0112 land  
Cemetery Mt. Paul. We will have to  
wait for further details all will come  
from there. Chi Mon will write*

SENDER'S ADDRESS FOR ANSWER

SENDER'S TELEPHONE NUMBER



## ALL TELEGRAMS TAKEN BY THIS COMPANY ARE SUBJECT TO THE FOLLOWING TERMS:

To guard against mistakes or delays, the sender of a telegram should order it REPEATED, that is, telegraphed back to the originating office for comparison. For this one-half the unrepeatable telegram rate is charged in addition. Unless otherwise indicated on its face, THIS IS AN UNREPEATED TELEGRAM AND PAID FOR AS SUCH, in consideration whereof it is agreed between the sender of the telegram and this Company as follows:

1. The Company shall not be liable for mistakes or delays in the transmission or delivery, or for non-delivery, of any UNREPEATED telegram, beyond the amount received for sending the same; nor for mistakes or delays in the transmission or delivery, or for non-delivery, of any REPEATED telegram, beyond fifty times the sum received for sending the same, unless specially valued; nor in any case for delays arising from unavoidable interruption in the working of its lines; nor for errors in cipher or obscure telegrams.

2. In any event the Company shall not be liable for damages for any mistakes or delays in the transmission or delivery, or for the non-delivery, of this telegram, whether caused by the negligence of its servants or otherwise, beyond the sum of FIFTY DOLLARS, at which amount this telegram is hereby valued, unless a greater value is stated in writing hereon at the time the telegram is offered to the Company for transmission, and an additional sum paid or agreed to be paid based on such value equal to one-tenth of one per cent. thereof.

3. The Company is hereby made the agent of the sender, without liability, to forward this telegram over the lines of any other Company when necessary to reach its destination.

4. Telegrams will be delivered free within one-half mile of the Company's office in towns of 5,000 population or less, and within one mile of such office in other cities or towns. Beyond these limits the Company does not undertake to make delivery, but will, without liability, at the sender's request, as his agent and at his expense, endeavor to contract for him for such delivery at a reasonable price.

5. No responsibility attaches to this Company concerning telegrams until the same are accepted at one of its transmitting offices; and if a telegram is sent to such office by one of the Company's messengers, he acts for that purpose as the agent of the sender.

6. The Company will not be liable for damages or statutory penalties in any case where the claim is not presented in writing within sixty days after the telegram is filed with the Company for transmission.

7. Special terms governing the transmission of messages under the classes of messages enumerated below shall apply to messages in each of such respective classes in addition to all the foregoing terms.

8. No employee of the Company is authorized to vary the foregoing.

THE WESTERN UNION TELEGRAPH COMPANY  
INCORPORATED  
NEWCOMB CARLTON, PRESIDENT

## CLASSES OF SERVICE

### FAST DAY MESSAGES

A full-rate expedited service.

### NIGHT MESSAGES

Accepted up to 2.00 A.M. at reduced rates to be sent during the night and delivered not earlier than the morning of the ensuing business day.

### DAY LETTERS

A deferred day service at rates lower than the standard day message rates as follows: One and one-half times the standard Night Letter rate for the transmission of 50 words or less and one-fifth of the initial rate for each additional 10 words or less.

#### SPECIAL TERMS APPLYING TO DAY LETTERS:

In further consideration of the reduced rate for this special "Day Letter" service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Day Letters may be forwarded by the Telegraph Company as a deferred service and the transmission and delivery of such Day Letters is, in all respects, subordinate to the priority of transmission and delivery of regular telegrams.

B. Day Letters shall be written in plain English. Code language is not permissible.

C. This Day Letter may be delivered by the Telegraph Company by telephoning the same to the addressee, and such delivery shall be a complete discharge of the obligation of the Telegraph Company to deliver.

D. This Day Letter is received subject to the express understanding and agreement that the Company does not undertake that a Day

Letter shall be delivered on the day of its date absolutely and at all events; but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such Day Letter on the day of its date during regular office hours, subject to the priority of the transmission of regular telegrams under the conditions named above.

No employee of the Company is authorized to vary the foregoing.

### NIGHT LETTERS

Accepted up to 2.00 A.M. for delivery on the morning of the ensuing business day, at rates still lower than standard night message rates, as follows: The standard day rate for 10 words shall be charged for the transmission of 50 words or less, and one-fifth of such standard day rate for 10 words shall be charged for each additional 10 words or less.

#### SPECIAL TERMS APPLYING TO NIGHT LETTERS:

In further consideration of the reduced rate for this special "Night Letter" service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Night Letters may at the option of the Telegraph Company be mailed at destination to the addressee, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such Night Letters at destination, postage prepaid.

B. Night Letters shall be written in plain English. Code language is not permissible.

No employee of the Company is authorized to vary the foregoing.



ST. PAUL, MINN.  
MAR 4  
11:30 AM  
1916



Hank Gibson Foster Esq.  
&  
Sacoma

#312 Cliff Ave

Washington.



MINNESOTA CLUB

ST. PAUL

009  
009  
009  
009  
1450



can work me on this trip. but he  
will be shortly. Your sales are  
good ones + hope you will get a  
good price for the large lathes.  
You did not say what you did with  
the Foundry. You must lease the  
place + get rid of the 20" per month.  
You do not say what you have done  
Keep the patterns in tact + the machines  
ready to ship + sell all that is not  
needed. Do not want any loose ends  
to bother with.

Affectionately  
Dad.

MINNESOTA CLUB

ST. PAUL

5/4/16.

My Dear Hank,

I received your letter yesterday  
+ glad you are getting good prices for the machines.  
You have not said what Bent did with the  
San Diego machine. When Mr. Curless comes east  
he will have a lot of all the pipe machines +  
we can place them to advantage. If we do  
not care out to the Clay people I want to  
put me of the small machines with  
Mr. Gray Thompson + me with the random  
mercantile people. They will be back  
here by the middle of the month. I think  
if Curless can go to Kansas City something  
can be done with the Clay people for some  
territory. Pete Grant here has a great  
sand + gravel pit with Ry. siding + wants  
to go at the pipe business. There are



no end of chances around here. Enclosed find my personal  
tax statement. Ask Capps to pay this for me. I have some  
money in the bank but have no checks. This must be paid by  
March 15th. I wired you last night that I was going to try  
tomorrow. No expense was of my remaining here & I promised  
you mother I would go back to try for the 8th of March for  
then I will be 1/2 century old. I must go on keeping the  
books straight on accounts etc Ask Arden Hammond about  
how to do it. Am glad to hear that Capps is getting along  
so well & hope that your Grandma will pick up now that the  
weather is better. Tell Capps that the Depot controversy is  
getting hot & I have kept still, but am of the opinion they will  
want our property some day. Still I think that day will be

some years hence. I hope to get our taxes lowered here  
but will not know until I get back. We hope to get  
about \$1000.00 reduction.

How much does Mr. Thomas want for his machine?  
& what do you think of it? I think it shows more pipe  
up to & include at least 15" x 18". The Portland people should  
pay the bill in full if they have moved the machine & use it.

The Kansas City Concrete Pipe people claimed to me that  
the McCracken machine stood the K.C. specification test for  
pressure etc. This pipe is thick & heavy. Saw Dub Johnson  
& he asked for you. Weather here has been cold & below  
yesterday. Low to the 50's & snowed. When the snow  
gets off we will get things going. I wish Curless could have



PHOENIX HOTEL  
LEXINGTON, KY.

*7/14/16*  
*421 N. Main St. Ky.*  
*Lex.*

LEXINGTON  
MAR 13  
1916  
KY.



Frank Gibson Foster Esq. <sup>2</sup>

Pacoma

#312 North Cliff

Washington.



ONLY FIRE PROOF HOTEL IN CENTRAL KENTUCKY.



# The Phoenix

PHOENIX HOTEL CO.  
(INCORPORATED)

JOHN SKAIN  
MANAGER.

OWNERS & PROPRIETORS.

Distilled Filtered Drinking Water  
used Exclusively.

Lexington, Ky., 3/13/16. 191

My Dear Gibson:

Have heard nothing from Curless since I wrote him to talk over the situation with you & Mr. Thomas & decide when & where he would meet me. It is rather hard at long range to know, as he is familiar with the estate situation as well, you all can decide better after hearing the situation from me. The unfortunate part of it is that the people I was anxious to see should have either gone South or to California. I am dead anxious to sell out as much territory as possible & get some money to operate with for if we incorporate a large Company we will surely lose control. Mr. Curless thinks that we can incorporate for \$250,000—



& sell \$100,000- at par. & keep the \$15,000-  
for the patents. This may be able to be done  
but I would wish him to be on deck  
to explain & work out the data. When  
people can be shown that good money  
can be made in making cement pipe  
they will go into it & might buy a machine  
but it is a question whether they would  
take stock in a Company on Mr. Carless'  
basis, still I am willing to be shown.

Mr. Carless is confident he can sell  
out to the Clay people, at least part  
of the territory, I wish he would do so.

I am not afraid of being able to sell  
machines for I am sure they will  
sell well especially when they are  
shown that the pipe can be & will  
be made to stand inspection.

I am anxious to know how you are  
getting along with the sale of the  
plant for interest piles up fast.  
& I do not like to pay interest  
unless the money is making something



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191

The situation in St Paul regarding our building is still in the air & the fight is still on with regards the Union Station. All hope to have the matters settled shortly.

Drysdale, I think, will have to go for there are too many people interested & working at cross purposes. It is better that all interests should be separated. Then there can be no confliction of interests & ill feelings. The sale will take place sometime about May 1<sup>st</sup> Aunt Lily & all wish me to be here but that is a question. I can finance myself in St Paul & take up my notes at the Bank of California & pay about 2% interest which I think I will do, but in the mean time I will have to look after



My notes at the Bank of California which  
will become due on March 27<sup>th</sup>, I think,  
I owe on my own account \$12000<sup>00</sup> &  
interest on this at 7% is \$210<sup>00</sup> for 90 days  
longer. Besides this some two or three  
dollars for war tax. The other \$3000<sup>00</sup> is  
for the Cement Pipe Co. & I suppose  
you can take care of the interest out of  
Sales etc. I also have some five  
hundredence to pay in St. Paul on the  
building. This is for three years.

What I want is for you to tell  
Cappa that I would like to get \$1000<sup>00</sup>  
from him if he can let me have it  
for a few months until I can make  
my arrangements in St. Paul after I have  
seen Curless. You keep \$500<sup>00</sup> to pay  
interest on my notes & the rest for expenses.  
Tell Cappa that I have been working  
up this pipe deal & will be short until  
I can get the Co. started etc. Wire  
me at once here if I can draw on  
you for \$500<sup>00</sup>. You get check from



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Lexington, Ky.,

191

Cappa + deposit to your own credit  
This will see me through + I will have  
to make arrangements in St Paul  
for money to pay taxes there. You see  
why I was so anxious to sell my St Paul  
+ Tacoma stock. I then could have  
cleaned up + stopped all interest, but  
Geo. Browne turned down the offer of  
185 without giving me a chance.  
I am banking on Curless doing  
what he said he could do + if it  
can be put over we will be eased  
up. This running two establishments  
is too much for me + will have to stop.

I must get into something + make  
some money. Do not get worked  
up for things will adjust themselves



+ all we need is good hard figuring  
& use our heads. I do hope you  
know this pipe business from soup to  
nuts & that we can get it started  
soon. This war keeps every one  
on edge & one hardly knows  
what to do. What I want is  
a home where taxes are not  
heavy & where it is possible  
to make expenses, then it is  
easy. Addison seems to be  
doing very well & Sunday is  
progressing. Wire me at once  
upon receipt of this. If Coppa  
makes the check for \$500.00 to me  
you can send it & I will return  
you \$500.00. Have the Bank make  
out a new note for 90 days &  
forward on so I can sign it.  
Tell them it may be delayed a few  
days. I am not writing the Bank  
because it will save time for you  
to see them. If I do not get on



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Lexington, Ky.,

191

in April I will right after the sale  
in May. You can tell Mr Jackson  
that I may wait for the sale of the  
property. I do hope you are getting  
along all right. Keep your head &  
you are all right. I got your telegram  
& also one from Grandma on my  
birthday. Many thanks.

Keep track of all cash, checks etc  
so your accounts will show all transactions.  
We will surely get things going by 1917

Regards to Johnston.

Be sure & wire fully and promptly.

Affectionately  
Dad.



LEXINGTON  
MAR 21  
1230 PM  
1916  
KY



Hart Gibson Foster Esq<sup>r</sup>

Tacoma,

#312 North Cliff Ave

Washington,





\$ 1,000.00 #

Tacoma, Washington,

Sep 27 1915

Ninety days after date,

as principal promise to pay to the order of THE BANK OF CALIFORNIA, National Association,

Twelve Thousand # DOLLARS,

for value received, with interest from maturity at the rate of 7 per cent. per annum until paid. Principal and interest payable in U. S. GOLD COIN, at THE BANK OF CALIFORNIA, National Association, in this city. In case default is made in the payment of this note and the same is placed in the hands of an attorney for collection, agree to pay five per cent. of the amount then due as attorney's fees, if paid without suit, but if suit be commenced to collect this note, or any part thereof, agree to pay ten per cent. upon the amount due at the time suit is brought, and in case such suit is prosecuted to judgment, said attorney's fee, equal to ten per cent. of the amount then due, shall be included in said judgment, and such judgment shall bear interest at the rate of ten per cent. per annum. All parties to this note, including guarantors, sureties and endorsers, hereby severally waive presentment, protest, notice of non-payment and any release or discharge arising from any extension of time or payment or from other cause.

imp.

809-7

*[Handwritten signature]*

Bertin Bldg. Care Fisher Lbr Co.





\$ 2,000<sup>#</sup>

Tacoma, Washington,

Dec 27 1915

*Ninety* days after date,

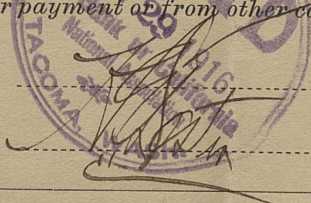
as principal..... promise to pay to the order of THE BANK OF CALIFORNIA, National Association,

*Luselle Howard #*..... DOLLARS,

for value received, with interest from maturity at the rate of 7 per cent. per annum until paid. Principal and interest payable in U. S. GOLD COIN, at THE BANK OF CALIFORNIA, National Association, in this city. In case default is made in the payment of this note and the same is placed in the hands of an attorney for collection,..... agree to pay five per cent. of the amount then due as attorney's fees, if paid without suit, but if suit be commenced to collect this note, or any part thereof,..... agree to pay ten per cent. upon the amount due at the time suit is brought, and in case such suit is prosecuted to judgment, said attorney's fee, equal to ten per cent. of the amount then due, shall be included in said judgment, and such judgment shall bear interest at the rate of ten per cent. per annum. All parties to this note, including guarantors, sureties and endorsers, hereby severally waive presentment, protest, notice of non-payment and any release or discharge arising from any extension of time or payment or from other cause.

*my*

1290-7.





You wrote that the California people  
had returned the Fresno machine -  
the San Diego machine. What is the  
matter? Are the machines no good?  
All due respect to the McCracken  
machine it makes acceptable pipe.  
Pete Grant is struck with the proposition  
& I know if you can show him that  
pipe can be made to compete  
with Clay & money can be made  
he will be for it, so will Lawrence  
Washington. You can work up a  
big business in the towns surrounding  
St Paul & Minneapolis & also in the  
northern part of the State for drainage.  
We want to know that there is good

What of Beall &  
where is your office now?  
McCulloch put his proposition in with you? Weicker?

421 North Broadway

Livingston, Ky - 3/21/06

My Dear Mack-

Your telegram received  
stating that you would send me \$500-  
& that you had carried out matters  
according to my letter. You said  
that you had a hard time but  
had accomplished it this time.

I do not know whether the this time  
referred to the Bank or Cappa-

Of course I did not want to  
cripple him in any way & expect  
to pay him back when I make my  
arrangements in St Paul. I wired



Curless to meet me here coming via Kansas  
City so he can look into the situation there -  
We can go over the Cincinnati situation & then  
which he stops in Chicago, I can go to St. Paul  
& line up the people I am after. These  
things take time as you probably saw Jones  
out in selling the machinery. The thing to  
consider in selling the machinery is, how  
much does it cost to carry it & whether you  
can get more by taking less & selling  
at once. You can figure these things &  
use your best judgement. I have had  
no figures from you at all except you

said you had sold \$400 worth of stuff -  
How much has you deposited to your  
#2 account? What has you spent out of it?  
Curless of course is coming on his own  
expense, for he said he would

I think I can have the machines, already  
built & on our hands, placed with some  
of the lumber yards. I wrote you that there  
was only 2000 ft of pipe to be used here  
& that is 42" in in hopes Norcross will  
be here soon & then I will find out about  
Curless & if there is a chance can  
bring Curless machine from Arkansas



people will thank you are not to  
be depended upon. I hope you have  
arranged with the Bank for if you  
have not I will be placed in a bad  
fix. Today is Adeline's birthday  
22 years old. He is doing first rate  
but does not read the way he should.  
He remembers what he hears + is smart  
+ in that way keeps up, but when  
it comes down to details he will be  
obliged to take time + be thorough -  
Don from all to all. Regards  
to Christine + Lizzie Manning - (Aunt he  
handsome?) brother from here. Birth  
of a nation here. Aunt Lily + your mother  
going. affectionately  
Dad.

money in it though. After Curless  
gets here + we go over the whole  
proposition we can go at it + none  
to soon for me.

If your mother should get to be  
Delegate to the St. Louis Convention she  
must go for it is a great honor + she  
can carry it off, but I do not like to  
lose our identity in the State of Washington  
until we fully decide where we will  
locate. We have a strong affiliation  
in Minnesota which means a great  
deal. You have lots of good friends  
there + this means a lot.

Kentucky does not appeal so much  
to me from a business standpoint  
+ the negro question is bad. People here



seem to have lost their grip & will put up  
with almost anything. It is a good field  
for some one to start a good grocery &  
meat store & run it right like McLean -  
McMillan & the other Sanitary stores on "C" St.  
The farm & land proposition is different,  
but land is too high to grow grass & raise  
stock. Inghside will be sold & the heirs  
outside of Hart will protect themselves  
up to Hart's indebtedness, but if it goes for  
more they will sell. I hope it goes for them  
the partnership will stop & Armean cannot  
make anything out of it. He knows how  
but cannot execute. I hope you are

improving your time with some kind  
of reading or research work. I see that  
Frank Brownell has been made President of  
the Queller & that they are enlarging.  
How is the Olympic Portland Co coming?  
out? Has Bailie said anything to you?  
I have not heard from Stuart Smith  
have you? When I left Tacoma you  
said you would order the daily News so  
I can keep up with what is going on here  
Sorry I did not ask Miss Fridlund or  
some one else to do it. Do what you  
say you will do & keep up doing the little  
things they count - if you do not you



LEXINGTON  
MAR 23  
1916  
KY.



Walt Gibson Postco Esq

Tacoma

#312 North Cliff Ave

Washington



*Lexington  
Club*



machine for the debt. Charles told me  
that Cooper also understood it  
that way. I think you will be able  
to sell the big laths & get enough to  
pay them off. Some of the new large  
mills that are starting up should  
need it. Try the Weyerhaeuser Lbr Co  
at Everett. Bob Polk ought to know  
some of them. Now is the time to  
sell for on account of the car  
shortage & all of the mills running  
there will be a surplus of lumber  
later on, & then look out for the  
toboggan. There is very little municipal  
work going on in the South &

Lexington  
Club 3/23/62

Dear Gibson-

Enclosed you will find  
note which I have signed. Please do not  
delay, but take this to the Bank at once & put  
on the required number of stamps. Better get  
the notes that are paid & keep them for me  
in my desk. Uncle Wreck Kookier died this  
morning in New Orleans. They all will  
arrive here tomorrow & he will be buried  
from English. Norcross dropped in  
here yesterday & he saw Mr Coleman  
Mannorath, who is at the head of the



lock joint pipe Co., + told him about our  
pipe. Murriweather told Norcross for us to  
see F. J. Crow + G. W. E. Hacker. Probably  
he wrote Crow + that was the reason why  
Crow wanted to see Curless. Norcross thinks  
a good thing could be turned in conjunction  
with the local joint people. By this time Curless  
has probably left + we can formulate a plan.  
His stop in Kansas City will enlighten him.  
I have a great deal to go over with him  
which I would not undertake with out

his cooperation, still I think it is just  
as well he did not come on until now.

I realize you had a hard time to  
get Pappa to come through, but he must  
remember that when he sold me out  
he said he would back me. I will  
arrange my finances as soon as I get  
to Paul + send him a check. I take  
it you got \$500- to take care of interest on  
my note + expense money you will need.  
I will not sign a note to the Foundry  
people because I went into this deal with  
the understanding that they would take the



Lexington

Club

money in the South is not so plentiful.  
I do not know the reason but such  
is the case. I do not mean for  
commerce paper but for drainage  
bonds etc. In the north it is different  
there there is lots of money + cheap.

All are well here. The crocus  
flowers are out but it is still cool.  
Mrs Lily Duncan. Draper + son Duncan  
are expected tomorrow. You are  
all right but do not put off -  
How are the books in the Quays?



Better tried a fire in there + dry out  
at least once a week. Regards to Johnston

Give my love to Grand ma Cappa +  
Aunt Jan. Do not forget Miss Bess  
+ Bot. All send love

Affectionately  
Dad.



PHOENIX HOTEL  
LEXINGTON, KY.

LEXINGTON  
MAR 29  
1 30 PM  
1916  
KY.



Wart Gibson Foster Esq.

Tacoma,

# 312 North Cliff Ave

Washington.



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Lexington, Ky., 3/29/16 191

Dear Art —

I received a letter from  
Curlless yesterday stating that he  
would probably leave last Monday.

He said you were up in Skagit  
County. He seemed to be

convinced regarding the settlement  
of the old Thomas Hammond stuff.

Hope you will get out on the  
California account & the Portland  
account. Keep after them. Am anxious  
to see Curlless & get after the game.  
Anderson has been away I guess for  
I have not heard from him. Will  
phone tonight & find out.

This is a dandy place to loaf in  
& the weather has been so wet I



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21  
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191

have been unable to get into the  
country. Have expected to get down  
to Frankfort & other places but other  
things have kept me from it.

Lily Duncan & Duncan are here -

Wreck Willie was buried & Paul  
Foster went back to New Orleans.

Amst. Ellen, Bessie & Ida are  
at Englishside. Sorry to hear

of Ballou's death also Mr. Tyler  
although the latter was expected &  
a great relief. Not getting any

papers from you & do not know  
any thing going on except when  
some one writes. What is the

matter with you? You have passed  
your adolescent period have you not?



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Lexington, Ky.,

191

I may not go west until  
your mother goes in June, because  
they are anxious for me to be  
here for the sale which will  
take place in May. Will know  
more definitely when I see  
Curless & then will let you  
know. Hope Lena is keeping  
everything OK. You never have  
written a thing about Pooble. Am  
I still running up a bill with  
Boston - what do you do about  
her. When you answer a letter  
have the letter in front of you so  
you can see what it contains, for  
you do not answer but few of my  
questions. All well & send love  
affectionately  
Dad