

Pasadena Cal July 4 180

Dear Cousin:

I enclose a Prospectus of a new Enterprise, with head quarters in Los Angeles, that was started a few weeks ago. I have the promise of the position of head bookkeeper provided I can take \$2000. of the stock, at a salary of \$1200. a year, with the prospect of something better. I first learned of it from a Furniture dealer here who withdrew from the firm in Pasadena a short time ago and is connected with enterprise - at present getting his acquaintances to buy stock in the Co. He says "he has put in every cent of money he has, and if he can sell the house he is living in he will put the money into the stock of this Co." The reason they require me to take that amount of stock is, they require all connected with the enterprise to be stockholders - that is, those in any responsible position. I have been down to Los Angeles and investigated all I could in one afternoon. The Mr. Cross, the Pres of the Co. which first started, has been a successful buyer of Pine Furniture in Los Angeles for a number of years investigated the enterprise thoroughly, and the result was he turned his plant over to this Co and took stock. He told my Pasadena Furniture man that his business last year made @ 22% on his capital invested. He said one reason why he went into it was he could not be sure of getting pine lumber. One of the Throop Professors has investigated the matter and has put in a

few thousand dollars, and accepted a position with the company and is going north soon to take charge of one of their points.

This evening I have just seen a Prof Parker, late Supt of Arizona Territory. He has put in a few thousand dollars, and when the steamer now loading at Port Oford ~~Oregon~~ Oregon returns north after unloading at San Pedro, he will go back in her and take charge of ~~one~~ a branch of the business at Eureka, Cal.

The Mr. Berner, one of the Directors of the Co, has been for many years and is now Manager of the Traskfield Furniture Co - L.A. branch of an eastern concern - that was burned out a few weeks ago, investigated the matter and has put some money in. He, and Mr G. L. Stearns, a Director, and for many years a successful manager of Hard wood Furniture in Los A, are now in Oregon examining the timber property, and if the investigation are satisfactory, B will put more money in, and I will turn in his stock of Furniture and Plant and take stock in the Co. A young man, a traveling salesman for a L.A. Hardware Concern, was in the store yesterday, and I showed him this prospectus and asked him if he knew anything about the Co. He said he did, for his brother in law traded for it, and the Co was as good as gold. One reason why they are selling stock now and why they want the employees to purchase stock is, the Co. want to own their own vessel, and by doing so, save considerably each year. ~~Here~~ Here are a few sailing points in regard to the enterprise. They have timber

#2

Enough on their property, estimated by "Cruisers", men trained to estimate the quantity of timber or lumber as it stands in the tree, to take 200 years to transport it, allowing 1 trip a month and 500,000 ft to a load.

They can ^{manufacture} land their lumber at San Pedro at a cost of not over \$1,600 per m ft and they can get from \$37.00 to \$40.00 per m. Shakes they can make & land at San Pedro at \$75 per m and can get \$150. They have a Furniture Factory in operation in L.A. and their sales, they told me, were running at \$5000. per month. They have another Factory in San Bernardino, but as it is not very large I did not get the figures in regard to the output. This seems the best opening I have encountered since I came to Cal.

Are you not in shape to loan me the \$2000. at 8%. I can pay \$500 a year on it out of my salary. If you could not let me have the whole amount, if you could make it \$1500. I think a young man in the store could let me have \$500, and it may be he would let me have it on my bare note in which case you could have all of the stock as collateral.

If I can carry this through I shall try and get an option on a few thousands beside for a short time, although their intention is to raise the price to 150 per share before long when their first load of lumber arrives, and

Mr. S. gets back, and makes ~~him~~ a favorable report
to his friends, which they have no doubt he will.

If you can entertain my proposition it seems to
me you can ~~make~~ investigate the Co. through
some acquaintance in L.A. I would like to hear
from you soon.

Before the managers saw me
they told my acquaintances they thought my age was a -
garnish but one of them came up here and sized me up,
and said he preferred a person of my experience as none of
them were office or book men. My man here assures me
that he has one or two young men who stand ~~ready~~
ready to take the position and ~~for~~ invest the capital
of 2000.

We are all well and Mrs. R. joins me
in best wishes to you all. Trusting I may receive
a favorable reply I am as ever

Yours truly
J. H. Robinson

P.S.

Please reply in C. Pasadena Hardware Co.