

(Dictated.)

Mayville N.Y.

March 23rd 1887

Mr. O. C. Collins,

Dear Sir:

In writing you this morning as Secretary of the "Barbed Wire Association", I ought, perhaps, to have been a little more definite in some particulars.

First of all things, it would perhaps have been better for me to have identified myself as one entitled to be taken seriously and not given to mere vagaries. I am so generally known as an author that I sometimes forget that in business I may require identification. Mr. Nixon of the Inter Ocean or Mr. Medill of the Tribune, will let you know that I am not likely to make unreliable statements or write merely for the fun of the thing.

Since Post is an
Though this invention ^{of} mine I have no personal interest in it but represent the Assignee, who is considering how to dispose of the matter--whether to manufacture or dispose of

of the right either wholly or in part.

I advised correspondence with you because it occurred to me that, in the state of the trade, an individual or association that was able to furnish a post of special excellence at a rate, all things considered, not much if indeed any above that of the ordinary ~~wire~~-post would necessarily have considerable advantage over others in the sale of his wire. In short that men would be apt to buy posts and wire together.

Of course, we do not care whether we arrange with an individual or an association. I merely happened to have your name, having taken it from a newspaper more than a year ago when I was experimenting on the matter. When notice of the allowance of the patent was received a few days ago I naturally reverted to that and hunted up my minute. We do not care at all who has it. All we want is to get the best terms for our post, or if nobody wants it bad enough to satisfy our notions we wish to know it in order that we may arrange to manufacture and sell

to all alike, which may prove a better way.

The advantages of the post are:

1--Cheapness--a 4 ft post can be manufactured in quantities for 25 cts or less, complete.

2--Lightness--weight, 5 to 8 lbs.

3--Ease and cheapness of setting--An ordinary laborer will set 200 a day.

4--Staunchness--It will stand as much lateral pressure as the wire will sustain.

5--Not liable to ^{heave} ~~harm~~ with frost.

6--In case of heaving may be reset securely without detaching wires.

7--Not liable to decay.

8--Is easily taken up and set elsewhere.

9--Cannot be blown over.

To these may be added a peculiar indestructibility. It is almost impossible to destroy the whole post and if a part is

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injured it can readily be replaced at very trivial cost. Being made in parts, in case of breakage, only the injured parts would have to be replaced which would be only a moment's work.

In addition to these the post may be given an extra solidity--in fact be made practically a stone pillar at an extra cost of not more than 3 to 5 cts.

Should you desire to examine the subject farther I can send you drawings and description. We have no posts except some very rudely made for the purpose of experiment. While the cost of patterns and machinery would not be great as its construction is very simple, yet it is more than the parties care to incur unless they engage in the manufacture themselves.

Respectfully,

Albion W. Tourgee

Address

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