

ADELBERT MOOT.
HENRY W. SPRAGUE.
GEORGE F. BROWNELL.
WILLIAM L. MARCY.

LAW OFFICES OF
MOOT, SPRAGUE, BROWNELL & MARCY.
45 ERIE COUNTY SAVINGS BANK BUILDING.

WILLIAM M. WHEELER.
S. FAY CARR.
H. Z. M. RODGERS.
JOHN H. O'DAY.
LEWIS R. GULICK.
D. B. HELLINGS.

Confidential.

Buffalo, N.Y. March 20th, 1911.

My dear Mrs. Tourgee:-

I return herewith the Telephone Company's statement which I received with your letter as to the proposed investment of Mrs. Warner, and I also enclose a statement from Hayden, Stone & Co., as to the United States Realty Company stock being a better investment.

Ordinarily, we prefer to buy bonds instead of stock, but if you will think about it a moment, you will see that bonds in a company that is competing with the so-called Telephone and Telegraph Trust, and is not very strong, cannot be so good as the stock of a ^{real} railroad company in New York which is managed and officered by some of the shrewdest business men in this country; for Mr. Vanderlip, Mr. Schwab and Mr. Hawley are men who always make money in their enterprises.

I should also consider the common stock of the United States Steel Company, which pays five per cent dividends and earns a great deal more, and is now selling for about 78, a better investment than the proposed Federal Telephone & Telegraph Company. Some of the shrewdest people I know have bought, and are buying, common stock in the United States Steel Company, or preferred stock in that Company, or some of the United States Realty & Improvement Company stock. The United States preferred stock is, of course, the safest, but it is selling for about 1.18, I think, although it is a seven per cent stock, and, therefore, returns about six per cent on the investment. I regard that stock perfectly safe. The United States Steel common stock is more speculative, of course, but the Company is magnificently managed, and it is earning a great deal more than the dividends it is paying. Some of my own family have invested in its common stock and in its preferred stock, and they did not do so until I had carefully looked into the affairs of the Company from every point of view. The United States Realty Company investment makes a higher showing of income earned on the investment, but it is somewhat more dependent upon the ups and downs of business. However, a realty company operating in New York City, which is growing so fast, and is bound to grow so fast, when managed by the shrewd men who are managing this one, should make even more money in the future than it has been making in the past. *The U.S. Steel stocks, especially the preferred, however, are very valuable at any time. This is about important.*

My family are scattered, Richmond being in Schenectady, Welles in the Harvard Law School, and Seward I suppose in Jamaica, while Mrs. Moot is working night and day in the cause of the Women's Union in this city. We are all well, and I hope this letter will find you in spirits as good as you should have to write such a firm, clear hand as your letter of Saturday.

Sincerely yours,

To

Mrs. A. W. Tourgee,

Mayville, N. Y.

Enclosures.

