

Mr. Willard White:

Dear Sir: I have tried to see you several times in regard to a matter which I think may be of some interest to you — in other words, a matter that may be made of material advantage to both of us — but have been unsuccessful.

The matter I refer to is this: I have a series of inventions for making cheaply and easily readily portable houses. By this I mean houses that are readily put up and taken down, and may be put up and taken down over and over again and yet be tasteful attractive and comfortable for summer weather.

Would it not be a good idea for the Chesapeake Railway, or some one connected with it, to learn available locations along its route, put up these temporary structures, rent them for the summer and take them down and store them in the winter?

It would save the risk of permanent structures standing unoccupied and the cost of permanent situations. They

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would make pleasant residences for people who do not like the "gregariousness" of hotel life and yet are not able to be inclined to invest in the permanent summer cottages.

As you may be aware, I am unable myself to develop anything of this sort. I may say that all forms of it are cheap, simple, secure and really portable. It would not take a great deal to develop it and I think a company known as ~~the~~
- The Chantungpa Tent and Cottage Company -

which would furnish a tent that is a palace beside any other known, which would pack into a box 36" x 20" x 20" complete — a 10 ft x 12 ft with floor — any two or more of which may be combined in one. One that manufactures a house that is readily put up and easily portable, will do a good business aside from

the plan, I suggest. I believe there are
a great many people who would
be glad to pay handsomely for
a really nice and comfortable summer
shelter which they could
put up here one year and some-
where else the next without a
very heavy bill for transportation.

I think that such a company
controlling the patents for such struc-
tures would have a trade that after
the first year would handle itself
and that would not require
more than \$5,000. to establish.

It requires but little machinery and
the materials are ~~of~~ easily obtained
and of ordinary character.

I am willing to make my in-
terest in the matter contingent en-
tirely upon the success of the business.

provided a sum of \$5,000, is put
into it ~~for the same~~ and I am allowed
a veto on unnecessary expenditures.

If the idea strikes you favorably
I would be glad to hear from
you.

Yours truly

H. D. Sawyer