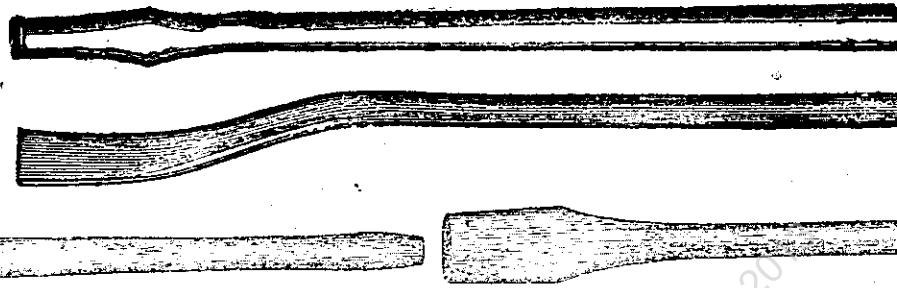


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1. 9. 96.

My dear Judge,

Yrs 4th duly recd, and I enclose the "alfred david" which I hope is correct. I should have sent it more promptly, but suppose that when copying it yesterday that I was interrupted as many as fifty times, and for a couple of days before that could not get a chance to touch it.

I am busy all the time, and guess we are boss of the handle business in N. Y. at last. Our worst competitor failed short time ago and we scooped his stock at our own price or such of it as we wanted and have most of his trade I believe that we shall this year make the first real advance or actual profit over expense that has come to us. What we have made has been invested in misstony work up to this time. About all we have actually gained is the confidence of the trade, a good clientage of customers and mfgs, and a satisfactory credit, which we have little occasion to use, as we manage to discount most of our bills. Prospects are fairly satisfactory. It has been a long and hard fight, and really harder under the circumstances than it would have been to start an entirely new business. Perhaps the most satisfactory thing that has transpired during the last 12 months is the fact of Housel's developement into a sensible interested pushing man. I knew it was in him, but used to get terribly discouraged, but I kept on scolding and showing him what he should do and he suddenly seemed to realize what an ass he had been good part of the time, told

me how much he was obliged for all the scolding I had done, and seems to remember everything that has been said to him in the past, all of which pleases me much.

I have a good man up stairs to "juggle" the stock and a boy in the office so useless that he goes away the end of this week.

Several times recently I have tried to write to you and tell you how often we remember the very delightful visit we had with you Christmas '88, and how we wished you and Mrs. F. could have been with us this year. I also wanted to tell you about the difficulty I had in getting your new book "Gauge & Swallow". I went first to Dillinghams where you are supposed to be able to get almost any book, they were "all out, had orders for some and couldn't get them", then I went to Lippincott's Agts they had none, but thought they might have some the end of the week, then I tried Leggett's they had none left and couldn't get any. This was the day before Christmas, and it would seem to me that at such a time of all the year they should have had a stock of them here. I should have purchased a number of copies could I have done so before Xmas, as it was I had to get something else I finally got two copies from Lippincott's people. You can imagine how much my time has been occupied when I tell you that I have not had an opportunity to read the book. I saw a very flattering or may be I should say well deserved notice or review of the book in the Sunday Tribune, which I suppose you also have noticed. How does it settle

Had the "grip"? Wife, Hessel and self all took a dose of it, I was pretty sick for couple of days but when I first felt the dull heavy pain in my hips and back I took a cathartic pill and quinine afterward in 10 gr. doses 3 times a day, next day 10 gr. then 12, then 6 and seem to be all right.

I believe the first night I had it that I turned over 500 times. Funny thing though I thought I had a chill- fever attack, and didn't know for two weeks that I had been probably suffering from the grip and didn't think there was such a thing. The unusual death rate here however proves the contrary I guess. Recently I have met a number who have really been ill. Write to me when you can.

Wife's owned found some message for me know I was writing her to ad,
I am so unfortunate as to have to go to Philad. will
call & see Abbie. Ever coming to my. again?
Wm. E. Mifflin