

White Hall Ill. Apr. 18, 1905

Prof. Chas F. Burris

Dear Sir,

By this mail I send the essay and the thirty pictures. I have allowed the pictures to do most of the talking. I think that you are the only person in the world who possesses so complete a set of photos of stoneware work. If your students study these carefully they will see no very unfamiliar things in any shop.

I want information as to the size of type written page the thesis shall have.

As regards the stoneware proposition I can say this. My father is not well off at all. In fact he is a poor man. However he thinks enough of pottery to risk all he has in it. That is, if he does so in a small shop with my brother and me. We plan either to build a small shop, do most of the work ourselves and grow to the larger thing as we can making only the best and winning on merit, or else if capital can be interested we will do this thing.

Only my father and I will be interested. If \$30000 can be raised a three kiln shop, (25-foot kilns of about 18000 gallons capacity each) can be built, with ample capital to operate on. For our services we will want \$3000 a year in salaries. We will pay in \$1000 as a guarantee of good faith and we will want to have the chance of paying for \$4000 more as fast as we can from our salaries. We will want 50% of all net profits over 8% on the investment. We will want it entered in the contract that the intention is to make only the best ware and that in the factory we have the power so that this result can be brought about. Our plan is to make fine jugs for liquors etc. after the same plan in a general way as the Sherwood Bros. and Weirs. However I am prepared to show samples on a new line altogether for that sort of ware.

If it suits the parties however to make ordinary stoneware as well we stand ready and experienced to do so. My father can tell you that we made good ware at Gas City

Ind. before I went to school.

If your parties have any different or better plan to offer me of course will want to hear it. I may say however that two other localities are considering our proposition. We of course are looking for the best as are all other people I have met. However I am planning a square deal for my part and thus far the two I have been with don't appear to have worried over that point very much.

I will be glad to hear from your people. If possible to make the progress I could run down there in June.

Yours truly
Paul G. Cox.