

Nashville Tenn. June 7, 1909

Professor Chas. F. Binns

Alfred New York

Dear Friend,

You are correct in your supposition that the "clay movement" has influenced the stoneware business. Stoneware trade is dull tho the strictly high grade plants have never suffered very much. I have never been able to tie to a really good firm.

You are doubtless aware that there are usually openings with firms that are hard to please and crooked in their dealings from very obvious causes. A worthless job is easy to get.

I am at present engaged by the Fulcher Brick Co. of this place to assist the young Mr. Fulcher in the use of cones (?) in kiln firing, to develop a white enamel and also some matt glazes and to be of general service, the work to cover almost two months.

They are honorable people and I am expecting both pleasure and profit from the work.

If you think I am able to do that work for Professor Griffith and he thinks so, I will take the position and do my level best. I am not able to design nor to teach design but I am able to offer good, solid, practical advice to the geological survey.

Up to this good hour, except at mold making, a trade I have never been able to command as much as \$1000 a year and the salary at that figure will be ample for a start.

I am ambitious for the opportunities that such a place will offer and if I take it I will fight 'till the last ditch.

In regard to my work here in Nashville by arrangement I can drop it at any time as really all they desire to learn is the value of a technical training, there being a young man who is thinking of taking a course.

But I suppose the Kansas matter would not be ready for anyone till later in the summer and if I can have a couple of weeks notice I can be ready at any time.

I believe such a place would give me the chance I need.

Yours very truly

Paul E. Cox

122 Wharf Ave.

Please send printed matter, catalogue etc. to Fulcher Brick Co. Nashville Tenn. The young man is one grown up in the trade business and a fine manly fellow, one you will like.