

Durham Bobbin and Shuttle Co.,

Always give Postoffice and Shipping point.

Durham, N. C., April 29th 1887

Dear Richard

Your valued letter of 8th inst -
written from Cairo just-received. Nannie
and I both wrote you in care E. Ebert & Co.
Port-Elizabeth some time ago in answer
to your letter to Nannie written from
Constantinople. Are glad to note that you are
still in the land of the living and hope
you will make the project pay out well.
I was very anxious to know how you were
succeeding but you failed to mention
your luck entirely. As to the numerous
questions you ask, I will answer the best
I can. 1st as to orders. Never give your-
self any uneasiness about that. I am fully
persuaded from my experience here that this
shop can control nine tenths of the Bobbin
& Shuttle business of the South. After we
got well under way I procured a directory
and took it by states and wrote to the cotton
mills all through the south - and have had

very encouraging letters from a great many of them -
some sending in orders and others promising to do so when
in want. There has been no traveling for the business
except a little trip Betty took - of about two weeks.
I think all the traveling necessary in this business is two
or three trips during the year so as to meet the factory
men and give them a little "tally" occasionally.
Thus far orders have been rather small ranging
from 500 to 10000 spools or Bobbins and from 4 to
10 doz. shuttles. Angier put off such bad work
on the factories through the south they seem
to be a little cautious. But I think we will be able
to reclaim confidence again. All the work we
have sent out seems to have been highly satisfactory.
Thus far - Our order book shows 8 or 10 unfilled
orders for shuttles spools / Bobbins &c. Dr. Watkins
hasn't been out at all soliciting orders. There is
no use that I can see as long as we are behind
with the work. We have a good many voluntary
orders and enquiries for prices. I will mention the
Lynchburg order to the Dr. The Box department
is a failure - we had a few sample Boxes made
and submitted to learn and we failed to get them
light enough. We are having some trouble with
Newton the Superintendent. He will leave
soon - and for my part - I am heartily glad of it.

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Durham, N. C., _____ 18—

Dr. Watkins went north to get a man to take his place - and we are expecting a man tomorrow the 30th. His excuse for leaving is that he didn't like you, as you refused to make contract with him, and are back of that - contracted with Petty. The mill up to this time has not been self sustaining by a good deal. We had only about \$4500⁰⁰ to operate on and to buy stock with, and we are in a right-tight-place for money. We placed a note in Bank for \$1200⁰⁰ at 90 days, and will be compelled to raise more money in like manner or some other way to run on until we get more goods and - To run this business properly there should be at least \$10000⁰⁰ running capital. It takes a good deal of money to buy a stock of lumber and it should always be kept on hand long enough to dry pretty well by the air. To show you more clearly how we stand, I submit some figures as taken from our books. Our Bobbin a/c. stands debited for \$4185.50 credited to this date by \$388.28 and of goods shipped. Shuttle a/c. debited with \$975.69

credited by checks shipped \$213.02. you can take
difference and see how the work stands. these debits
include the a/c's that a/c. were charged with when
the books were opened. The most of these debits
are for stock which is good for a handsome
profit to ship and sell to other factories in
rough. In other words the most of our running
capital is in stock. I think by the middle of
summer the mill will begin to pay as the timber
will begin to get dry by that time and we can
work to much better advantage. I will write to you
and try to make a full report of the mill when
we get in the new superintendent - and I learn
your next address.

Miss Nannie has given you all the news
about May &c. So I will cease
for this time. I am fully persuaded
there is money in this business.
But it is different from tobacco manufacturing
or most any other Mfg. business. you can't
buy stock and go right to work on it -
or you will give unsatisfactory work and
break down your reputation &c.

Hoping to hear from you soon and that
you will have a happy prosperous and safe
trip and speedy return to your native land
I am yours &c. Thos. D. Wright