

[Unstamped letter Providence July]

*Mr Henry Jessop
[_] 091 John St
New York*

Providence July 7th 1848

Mr Hy Jessop

Dear sir

In my last I had not time to give any detailed account of my progrefs – From Spring [-] field I went to Chester Village Mafs – Called on Mr. CW Hannum Edgetool maker found him using your stamp steel He is much pleased with it and told me he would use no other as long as it continued to be as good as the first lot. he is not a large consumer – Mr H introduced me to Mr Day of Chester (5 miles from the Village) Manufacturer of Forks [?], axes &c. Mr D says from what Mr H has told him about the steel he will give it a trial & if found as I have pre [-] sented it to him he will use it altogether – He has used heretofore 4 cases annually but hopes to increase his businefs this fall – I have seen his goods at different places & am told they are saleable and give satisfaction. These men wish to get their stock through Adams & Richards Springfield [-] I made some inquiry about that firm in Springfield but could learn nothing about their means – Of Mr Richards I learn that he is an industrious man a plainemaker [sic] by trade & he has a small shop in the rear of the store where I found him busy when I called on him – he says that he can earn enough besides attending in the store to pay the expenses of store – His partner I do not think so much of & can learn nothing of him – Mr Fullerton informs me that they wished to open an ac [account] with them but he declined – He tells me they failed about a year ago - & he prefers not to sell them. Mr Day tells me that if they are not in funds when they buy their stock they will give A&R good security for the payment – Mr Hannum is considered good in Boston - Both of these firms have purchased oon credit for H Foot & Co. Mr Ray

[-] mond has the Springfield and Cabot Armory in town & is confident they will geet that businefs – Mr Ames called on Mr R while I was in B.

I have called on these consumers here to whome [sic] Mefs [Messrs] Cornett & Nightingale directed me – The principle one the Eagle Screw Co – The[y] found considerable fault with our double refd steel said they bought Naylor's lefs and it was better – They would use our steel however if they could have made an arrangement with Mr Fullerton to take Screws in [_ _ _ _] – This arrangement they have made with A. Congoon & Co who is now Naylor's agent. He says our steel is not so well known as Naylor's – He prom[-]ised to call on Mr Fullerton for a bar of the new Dbl Refd & would give it a trial – From the general run of his remarks I infered[sic] that if it was possible they would like to get better steel than they are now using.

The Iron houses here are all Agts Now Duty Evans for WHM&C – he thinks C&N sales must be falling off for they sell so much – but they told Mr Cornett a different story a few days since – A Congoon & Co had Naylor's agency & Mr Mumford thinks they are forcing our steel as they are selling very low – Mr Evans principal man thinks we have lost trade by making and agt here for they say they formerly sold considerable of our steel but none now – Mr [?] opinion is that they begin to think that their agency is not a very profitable one and would like to get back to the old way –

I sent an order Wednesday for Cornett Nightingale I understand for them that they have no letter this morning – has the order been executed? They are entirely out of the sizes – The order was for 1 case or lefs 1 in Squ B CS [;] 1/2 [ditto] 1 3/4 + 5/8 –

I have not heard frm Mr W this morning but heard yesterday that she was a little better – Mr W has not been to the shop for several days & I have not had the pleasure of seeing him –

I shall leave here for New London at 4 Pm. A letter mailed Saturday care of Norwich Axe Col will reach me there – from which place I shall proceed to Boston & thence home –

*Respectfully yours
Mr M. Thorburn*

I will return my card box by Express to-day I have cards enough & have tied them up to save expense on box –

I understand for Mr Fullerton that Mr Owen can furnish tickets of admission to Boston Atheneum as his picture is there. I would feel obliged if he would direct Mr F to have Mrs F and myself admitted also Mrs Newcomb if it would not be asking too much.

Call on Melnoon [? In pencil at end of letter]