

9.6.5. 15 May '59

I suppose you will have to watch them pretty close, and play for even with all the skill you can master. Although a favorable time for them to buy goods, it should be no less favorable a time for you to meet and parry any attacks they may be disposed to make upon my business.

I am perfectly willing to sell goods low enough to resist any attempts to steal away my customers and as for means, I hope you will feel as strong as I hope is any necessity for feeling, for there is enough due on the books to meet liabilities, and if needed for purchases of business you may use the Marshall money when paid in, and I shall probably not have occasion to call on you for funds, not even to depay my return expenses, so I hope you will be rich and strong enough to hold your own in fact.

I have been thinking that it would be well to effect insurance on the building and stock to the amount of four or five thousand or more, if possible at any reasonable rate. See if it can be done. As there is much competition among offices now, I should think it would easily be effected.

Do not neglect to make every body, hand cases especially pay up promptly as possible. I will write again from Columbus. Give my best regards to

John C. Gray

Wm Lamb

all my friends