

NOTE: The original of this document is in the Stevens Family Papers, #1210, at the Division of Rare and Manuscript Collections, Cornell University Library, Ithaca, New York 14853.

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TO: R. S. Stevens
FROM: Otis Iron & Steel Co.

OFFICE OF
OTIS IRON AND STEEL Co.,

Corner Lake and Lawrence Streets,

Cleveland, O. Oct^r 21 187 5

R. S. Stevens, Esq., Genl Manager, H. & St. Jo. R.R.
Hannibal, Mo.

Dear Sir:-

About the 10th Instant we received an order from your Co for 7 Steel Plates & on account of the very unfavorable rumors concerning the financial standing of the Road, we addressed a Letter to Mr. Hilton, Pur. Agt. (copy attached) asking him to define the time of payment or guarantee that we should not go unpaid. We applied direct to the R.R. rather than enquire elsewhere, & took the same view in dealing with a corporation as in the case of an individual. We send you copy of answer received from Mr. Hilton which we think might have been worded a little more courteously, even allowing for any annoyance caused by our question.

We do not think Mr. Hilton's reply would add to the credit of the road, certainly not in this part of the country.

All we desired was an assurance that the Road was in condition to pay her bills for material & we took what seemed to us, to be the best means to attain that end, viz, by applying at headquarters.

We have dealt with your Co. for the last 10 or 12 years & we think with credit on both sides.

Yours truly,
Otis Iron & Steel Co

¹FROM: 1875 Book of Letters to R.S.S.

Cleveland, O. Oct 15th 1875

W. J. Hilton, Esq., Pur. Agt., H. & St. Jo. R.R.
Hannibal, Mo.

Dear Sir:-

We have an order from you for seven Steel Plates which on account of the unfavorable rumors concerning the financial condition of the road we would like some definite arrangement as to payment for same.

Our works are new & have been perfected by a heavy expenditure of Capital, we can not afford to lose a dollar, we are however, anxious to fill the order & will do so with pleasure if you can guarantee us payment.

Yours truly
(Sgd) Otis Iron & Steel Co.
per W. Joplin

Copy of answer from W. J. Hilton, P. Agt.:

To Otis Iron & Steel Co.
Hannibal, Mo. Oct 18/75
Otis Iron & Steel Co. Cleveland O

Gents:-

I am in receipt of your communication of the 15th and note contents. You are hereby notified that our order N^o 101 dated Oct 8th for seven plates fire box steel is hereby withdrawn and cancelled.

We will give the order to other parties who are less nervous & know by past experience that we pay for what we order.

Yours truly,
(Sgd) W. J. Hilton
Purchasing Agent