

Hill, J.J. - Cement business Feb. 16, 1878

Hill to U. Cummings, Union Cement Co.

We expect to stay in the cement trade as heretofore. We desire to make an arrangement with you for the exclusive handling of your company's cement in such part or all of the territory covered by us in our coal trade as will be to the interest of your company, after considering our facilities for doing the business for you as compared with others. We have a dock and warehouse in Duluth giving us the command of the local trade at all points on the Northern Pacific Ry, and also in Manitoba, also enabling us to hold in Duluth such part of the cement for the St. Paul & Minneapolis market as it may be desirable to bring by that route and doing away

with the necessity of holding much[?] stock in both cities at the same me. One of our firm [Armstrong] [who] is a resident of Minneapolis has charge of our business in that city, and has handled cement in that market for years. We have a dock, and warehouses in Milwaukee, and our relations with the Mil & St Paul Ry are of such a nature as to enable us at all times to secure the lowest rates of freight to every City, and town on their sixteen hundred miles of road. We can also reach all points on the Western Union Ry. and its connections among which are Dubuque, Davenport, Rock Island, and Moline. We are 'for this section' heavy dealers in Salt having sold during the past year 26300 Bbls more than double the amount handled by any other firm in Minnesota. We speak of this as it brings us in contact with

see card 2

Hill, J. J. - Cement business Card 2 Feb. 16, 1878

all the best retailers in cement. We employ only first class men as traveling agts. Referring to the trade of last season as compared with former years, we have to say in explanation of the fact that trade has been comparatively [sic] light, There was no government work going on here requiring cement, while in former years there have been large purchases. Our retail and car load trade has increased steadily, and must continue to increase provided the standard of excellence always maintained by the Buffalo Cement Co. is continued by your new organization.... We are willing to handle your cement on commission if you desire it but, should prefer to buy at the

lowest net cash prices, and have you protect
us in our territory."

Hill, Saunders & Acker Letterbook, 11/13/77-3/27/
1878, page 400