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JULIAN HAWTHORNE
CAMBRIDGE BUILDING
FIFTH AVE., COR. 33RD ST.

Oct. 2, 1908.

New York

A. Hodgeland, Esq.
St. Paul,
Minn.

My dear Mr. Hodgeland:-

I am writing you again for two reasons.

First, because we have just acquired the four additional claims of 40 acres each, which we were so anxious to include with the other 21 claims when we incorporated the company.

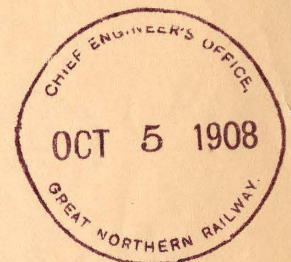
Second, that it is evident that I should have been more explicit when I wrote you a few days ago. I happened to say, that various capitalists offered to buy us out. Several of my friends, noticing that paragraph, have written me, asking for details as to those intending purchasers and their offers.

There seems to be no reason why I should withhold this information.

We employed, for our samples and assays, a prominent firm of engineers of New York. They had no sooner got an insight into our property than they made so determined and persistent an effort to buy us out, that we had trouble in getting rid of them. They brought forward a capitalist ready to pay a big sum down, and all cash we needed for development - in return for a three-fifths interest in Temagami. We told them that we would consider no terms involving surrender by us of the control of the property; and when they found we meant it, they dropped out.

The largest mine operators in South Africa (and that is saying a good deal) are The Gold Fields Limited of London. Mr. W.F. Wilkinson, their mining engineer, who talks of 500% dividends without a change in his voice, visited Temagami at the instance of his people, and then came to us here and asked us what terms we would make for it. After some shuffling of the cards, he led his trump, - anything in reason for a majority interest. We explained that we were playing another sort of game, - and we parted with assurance of mutual esteem.

Isaac Ellwood, - if you know Gates, you know Ellwood, is not only profoundly sagacious, but he owns a mine about a mile away from ours, and knows exactly what ours is. He is shipping big ore from his; and he called on us to express a cordial disposition to relieve us from the burden of managing Temagami. We replied But you know what we replied by this time. It is getting monotonous.



When we decided to offer this stock to the public, question arose as to how it might best be done. There was the usual way of doing such things; and there was another way. The usual way was, to hand it over to a broker, and let him exploit it in the broker's style; for doing which, we would have to pay him exorbitant charges. But none of us is a rich man; we are a group of private persons, more or less well off, and though we would not be "penny wise and pound foolish," we aimed to be economical where we wisely could.

So I suggested the other way. Here is my argument. - "I happen to be the only one of us, whose name, advertised through my connection with literature and journalism, is widely known. I know how to write. I was also educated as an engineer, and practiced for some years; but that is not important. I am one of the Company, and for what I may do in its behalf, I shall have no broker's fees to charge. Let me write the letters to accompany our prospectus. One of the main difficulties in the way of the ordinary prospectus is, to induce people to whom it is sent to read it; in nine cases out of ten it goes unread into the waste-paper basket. But a letter written by me and with my name signed to it, will attract the attention of curiosity, - "What can Hawthorne, the literary man, be doing with a mine?" That curiosity may save our prospectus from the waste-paper basket in five cases out of the nine. And if that be accomplished, our battle is half won; for nobody who reads our prospectus, and realizes what it means, will feel that he can quite afford to ignore it."

That was my idea, and it prevailed, with the result which is before you.

The silver mines of Ontario, in Canada, are famous, and are probably known to you; in the last four years they have proved to be the greatest and quickest producers in the world. Our property has an area of 840 acres right in the thick of the productive region. Its surface indications are identical with those of the best of its neighbors, and the assays of its ore are so attractive that it is almost imprudent to publish them.

Read our prospectus, which tells the truth, as seen by a man who knows his business; and if you require any further information, address yourself to me.

In conclusion, - because my name is prominent in this announcement, don't get the notion that I am prominent in our Company, or that Temagami's excellence is to depend on my say-so. All I have, I have invested in the enterprise; but my all was not much. But I am a writer and was chosen to do this part of the work. I may hope, hereafter, to return to literature, and to write certain things which I have had no leisure to write in the past; but that is neither here nor there. I am a miner now; and shall stay so till Temagami has done all that we expect from it. That is all.

Sincerely yours,

Julian Hawthorne