

California Historical Society
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Jan. 15, 1909

lead me to believe that he does not know quite so much as he thinks he does. Also stated they have a representative permanently stationed on the Coast.

I told him our present arrangements for varnishes were entirely satisfactory, so far as I knew, and I could hold out very little hope that you would be willing to take up another line. If interested, he said he would be glad to talk over the matter with us in detail and might be able to offer even a better proposition than that mentioned above. Also said that they are doing a business of \$25,000.00 a year in San Francisco, which is certainly as large as W.P. Fuller & Co.'s business.

Judging from the way this young man presented his proposition I must say I am rather surprised that he succeeded in staying 14 years with the Standard.

I thought you might be interested to know just what Calman & Co. think W.P. Fuller & Co. are doing.

Very truly yours,

C. B. Woodruff