

August 3, 1917

Rev. J.E. Davis,
El Paso, Texas.

Dear Davis:-

Thank you for your letter of July 30th.

I am happy to know you are out of Mexico and had such good success in getting your press. This good fortune will go a long ways towards solving your problem.

I am also greatly pleased to hear about the success of your meeting in Eagle Pass. God's Grace is certainly upon you and Cheavens.

Your June check was sent to you at El Paso and should have been forwarded, but it seems not to have been. I wrote Mrs. Davis telling her about it. I have also sent to her the July check. I hope this has been received.

I will get together the Committee on Mexico next week and get them to pass finally upon the purchase of your Linotype. The matter was referred to this Committee at the last Board meeting, with power to act. My prediction is they will pass favorably upon the purchase of a Model # 19. Mr. Rhame, who represents the Mergenthaler Linotype Co., in this section has been in to talk with me about the matter and he has had correspondence with the central office in New York concerning rates. The Company has agreed to allow us a 10% discount on a Linotype machine in case we should decide to buy one for your Publishing House. From what you say, I think you will prefer the Model # 19. With the 10% discount my understanding is that Model # 19, with three mats and distributing magazine would cost, net \$2,584.80. However, it may figure out, if we buy the machine, we will get the 10% discount and whatever additional equipment we should buy for it from the Mergenthaler people. I will let you hear from me next week.

Cordially yours,

R/W

August 7, 1917

Rev. J. E. Davis,

El Paso, Texas.

Dear Davis:-

You will recall that the Board referred to the Mexican Committee with power to act the question of the purchase of a Merganthaler Machine. The Mexican Committee has just met and has decided to authorize you to buy the Model # 19, Merganthaler Machine, with the equipment referred to in your letter to me of June 25th, at a total cost of \$2,927.50. So go ahead, buy the machine and draw on the Board for the amount. This letter will be your authorization for drawing.

I have written you that through Mr. C. C. Rhame, representative of the Merganthaler Linotype Co., I secured from the Company a discount of 10% on this machine. You will buy the machine through the local Agent at El Paso. Be sure to claim this 10% discount and be able to take it up with the Company and find out if I am not correct.

- In my conversation with Mr. Rhame, if I understood him correctly, he recommended the following, - Model # 19, Merganthaler Machine, with three mats and distribution magazine, \$2,872, less the 10% discount. Your figure calls for \$2,927.50. I suppose you are adding some other feature that was not included in the estimate Mr. Rhame made for me. You are authorized to invest as much as \$2,927.50 if you find it necessary.

--J.E.D--

In making your draft, be sure to specify on the draft somewhere that it is the Judson Centennial Fund. It might be well to write across the face of it in red ink "Judson Centennial Fund". I am mighty happy to be able to write you this letter, giving you authority to go ahead with the purchase of this machine. I can see your face now, grinning from ear to ear. I would like to look upon it.

With this new machine and your press from Mexico, you ought to be in pretty good shape for good work. May God in His Grace greatly bless you.

Cordially yours,

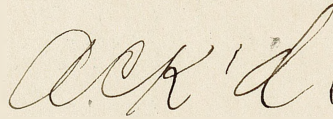
R/W

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PHONE 5429

EL PASO, TEXAS

BOX 667



Aug. 7th, 1917.

Dr. T. B. Ray,
Richmond, Va.

Dear Brother Ray:--

I reached here last night and found Bro. Lacy already gone and everything waiting for me, so I have had to roll up my sleeves and get busy right off the bat. You see I have been studying modern English,--from my boys.

Your two letters were here, also my check for June--you say, July, but my wife writes me that you sent her the July check. I can see why you get things mixed up a bit, as all the rest of the brethren get their salary in advance and I do not. I wrote you about that in my last letter, and will say again that if it would be any more convenient, why I will not refuse to accept mine in advance also.

I read with interest the Resolutions passed by the Board concerning the Mexican work. That was a good step to take, and I think a wise one. May the Lord help us to do something more than plan--but planning comes before executing, and plans are necessary to success.

I am going to take the linotype matter up right away with the Mexican Committee. I will send the letters to you to be turned over to the right party or parties. I will not write all about it just now, but will limit myself today to giving you a partial statement of what I could and did accomplish in Mexico on this trip.

Well, I sold out our stock of paper, envelopes and cards, etc., the accumulations of the years of work and business down there--and though I perhaps should not say it, as it might sound something like self praise, of careful buying. Of course the very great scarcity of money made it a bit difficult to get money, but I sold only to Americans and most of them missionaries. I will explain. I sold to The Methodist Publishing House in Mexico City, Mr. R. A. Earhart, Mgr., paper worth \$353.87 U. S. Cy., to Bland Bros., recommended by Mr. Jacobs of the National Paper and Type Co., to the amount of \$387.50. On this sale, or rather, these sales, I received \$100.00, and the rest is to be paid in soon. Money is very scarce down there. Then I sold to the National Paper and Type Co., to the amount of \$112.60 and only took on account \$80.00 to pay on freight. I also sold for cash some binding cloth for \$27.45. Then in Leon I sold the whole paper stock to Dr. L. B. Salmans, Methodist Missionary in Guajalato for \$1000.00 to be paid in installments of \$50.00 per month.

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EL PASO, TEXAS

BOX 667

month, beginning with September. This was a long time deal, but I could not sell for cash and I will trust no Mexican now. So I feel that this was fine. True, the expense account is a fright, but it is as small as I could possibly make it, and it is not yet complete, as the freight is not yet paid from Eagle Pass to this point, and the American shipping Co., that brought the press to the border will have to be paid for getting it across the river and reshipping, etc., which will not be a very great deal. The expenses to date including Express on my books that I shipped out--only a part of them however--is in the neighborhood of \$500.00 U.S. Cy. I think I will get the press here and my own expenses paid including the things I shipped, or rather, brought with me, for it is impossible to ship by freight in Mexico on account of the conditions, setting up of the press and everything including motor to run it and all will not go over \$850.00--or at least, I hope it wont go very that, and I hope it wont be that much. I will keep it down as much as possible, I assure you for I hate to spend money myself. But we will have over \$1000.00 yet to come in for the sale of stock down there. This of course will come in slowly, but I think surely and regularly.

Now this is not a report, for I think that should be made in greater detail when all the items are in, and I will make it then, and give you details.

Now, as I had to ship by Express what I did ship, I did not try to ship much type. It would not have been prudent, I think, and I am persuaded that we should have the linotype and its purchase should be approved just as soon as we are assured the press is safely on this side of the river. I will let you know just as soon as I know. I think it will be over this week and will be reshipped for El Paso.

Well, the Lord just went along with me and helped me at every turn. I was going to leave here the night of the 24th of June, but could not get my ticket arranged for that night, so I left the following night. If I had gone on, I would have been on a train that was held up, all the passengers robbed and several killed. Then every turn just seemed to be directed by Him. I found many friends and made more. My dealings with the Government were satisfactory, and they did not try to hold me up for a bribe though that is what they are doing on every hand. Only where I was not known was I subjected to many trials on account of being so constitutionally opposed to graft that I would not give bribes to get things hurried along. That is the reason the press is still on the Mexican side. I could have gotten it over, but of course it was in that way, and I would not consent to it.

Dr. Barnes is to be here day after tomorrow I understand, and I will see him and see what they want to do.

Valdés is here and will be with me this week when ^{he} I is to make a trip to Chihuahua for a month, and by that time I hope we will have something done in a definite way.

I will get the Expositor out before going on to Colorado to bring my family. I will then close the plant for a couple of weeks and go move. I will be here all this week and perhaps a part of next--long enough to get the work done.

It has been about two months since I left home, and I am getting homesick, but duty seems to call, and there is where I want to be, though I think a man ought to have his family with him or be with them as much as possible. But it is a part of a missionary life, so we must meet it in the strength of the Lord and be satisfied.

I will close now, and hope to have another report to make in a very few days. Hope that will be that the press is on its way here. I think there will be no great delay.

May the Lord bless and lead you.

I appreciate your frank and kind words. I think I can say the same thing, that is, the more I know you the better I learn to love you. I have said it repeatedly.

Pray for this important work.

Fraternally yours,

J. E. Davis

Commercial Printing

PHONE 5429

EL PASO, TEXAS

BOX 667

Aug. 8th, 1917

Dr. T. B. Ray,
Richmond, Va.
Dear Bro. Ray:--

I wrote you yesterday and later on in the day got yours of the 3rd. I was glad to get it, even though it seems to call for another letter. But I assure you that it is a pleasure to write you, even when I have a whole week's correspondence piled up around me here. That can wait till I get your letter answered. Now see what a compliment I pay you!

Yes, the Lord was with us in Eagle Pass and we had some fine meetings. Several professed faith in ~~the~~ Jesus. I do not believe in "whooping things up" in revival work, and so we left the whole matter of results in the Lord's hands. It will work out all right and there will be several baptisms.

Cheavens is a great fellow. We had a week of sweet fellowship. And he has a most excellent family. God prosper them.

Now, I come to the part that interests me most of all. You have a level head. I wonder if you can see through a stone wall. I rather think that if it pertained to the Master's Cause and you felt that you ought to see through, you would at least try your best. What a pleasure to have men to help us look into these intricate matters and help us understand them--for there are times when we have to try to see on the other side of the wall, and often we are asked to try even when there is little hope of profiting by it. Now, that is a hard job. If there is encouragement, then it is not so hard.

You are right about the Model to buy. I do not remember just what the price was that the Agent gave me, and do not just this moment find the paper he gave me, but you have it about right. I am glad that they are willing to give us a better discount. That is nice in them. That was the reason I gave them your address, thinking that they would call on you and might do the nice thing by us.

Mr. Jacobs, the representative of the Mergenthaler Co., in Mexico, told me that if we were not going to buy, we had better just go off and die at once, as that was the only way to escape the linotype folks. I had told him that they were after us. Their representative in this part of the country has been to see me twice. They mean business, they do. I wonder if just such methods--follow-up method--would not be a great help in the Mission business. Often we fall down right there, it seems to me.

Well, get the Committee to authorize the purchase of the machine, and just as soon as I hear from the press we will order --I rather think best to order direct through you, eh?

May the Lord lead us all for His glory.

Fraternally,

Davis

Casa Bautista de Publicaciones.

DIRECCIÓN PROVISIONAL:

2ª CALLE DE BOLIVIA, NÚM. 1½.

Sta. Julia, D. F., Méx.

El Paso, Texas. Aug. 12th, 1917.

Dr. T. B. Ray,

Richmond, Va.

My Dear Brother:--

I have some more good things to write. I feel that I should rejoice, and I assure you that I do. But we like to have others who are in sympathy with our struggles, rejoice with us. So I write you again.

Last night I received the following from the Mexican Government:

"With reference to your communication of the 23rd of the present month, I have to say to you that the Secretaría de Hacienda having authorized the exportation of the machinery and other effects (a box of books I shipped from the City) of which you make mention, we are now giving the necessary orders to the Customs House officials in Piedras Negras."

So I suppose the press is on its way to El Paso ere this. The shipping Co. has not written me anything about it yet, but I am sure that now in a day or two I will get the papers and all will be fine. It just seems that everything worked out in great shape. I never did have as successful a trip in my life, and everything came out just to my liking. Of course I do not say that I would always want everything to come out to my liking, as I quite often find that that is not for the best.

Dr. L. C. Barnes was here Thursday afternoon, and asked me a half bushel of questions, all of which I answered as best I could. He made notes of everything, and I think is very well impressed with the prospects. Then Friday morning I had a meeting with Dr. John R. Brown, whom I knew in Kansas City many years ago, the Chairman of their Committee that is planning the reorganization of the work of the N.Y. Society. I gather that they are in poor shape to do anything before April. They seem to be anxious to enter into the work. Now, I put you in possession of this information, and if you will pardon a suggestion or two from me, I will give them without it's costing you a cent. Here they go--even though you may not give your consent to accept them.

Now, if you will follow me, I think I have some nice figures for you that will make you rejoice--but dont misunderstand them, for that might make me feel bad.

With what we have on hand and the four months that we have yet to draw from this year's appropriation, and what will doubtless come in from the sale of paper in Mexico over and above the ordinary expenses, we will have I feel pretty sure, about \$1000.00 to the good at the end of this year. Now, of course, I will have lots of expense that is not included in this, ~~that~~ will have to be paid out before the end of the year, ~~but~~ it will be properly passed over to the following year, as it will all be

properly passed over to the

expense for paper and work that will pertain to 1918. So we can safely calculate that much on next year. So, if you can grant us your part of the amount asked for, and they will grant their part from April on, why won't that be all right?

You may wonder why it takes so much to run this plant this year, when so little work has been done. Well, you see we will not have so much expense after all. We have spent the least possible and the rest we have here. You can count on that every time. We don't want to spend money carelessly nor uselessly. And what is more, we will not, if we know it.

This seems to be the way for you to go about it, though you will pardon the liberty I take. Approve what we ask for, give us, right away, the authority to order the Model 19 linotype, asking the people to get their money from you, but shipping at the first possible moment to me via Galveston, the machine, let me employ Valdés from the first of October on, or even before if he gets back from his trip to Chihuahua before that time, and we will make things hum, waiting of course till January to employ extra office help, unless it should become necessary before then. Of course I will have to employ a linotype operator before that time, and for that reason I cautioned you above about expense, but this will all be for literature for 1918.

Now that the press is sure to come on, I hope there will be little or no delay in ordering the linotype. I rather think perhaps the order should go from here after having conferred with the representative here, and then sent on to you for your approval though I trust the authorization will be made without any delay. I have not yet found the papers that I need, to see what we figured the cost to be. Of course the motor should be right with the machine, as we can not afford to rig up some other kind, as we would have to buy it and then all the rest of the rigging. The motor costs \$70 and there is no discount on it. Did you count that in?

Now if there is anything not clear about this letter, please ask me any questions you want to and I will answer them to the best of my ability. Everything looks all right to me, and I say again that the blessing of the Lord seems to be on this work and all our plans for the Publication House.

I will leave here Wed. of this week for Colorado to get my family and after a visit of some two weeks with her people we will return here to live.

One thing I forgot to mention and that is the \$50 per month that will come in all next year, but perhaps it might be the safest to hold that is a sort of ~~guarantee~~ and count it in at the end of the year. This I think will be safe. It is from Dr. Salmans, as I told you in my former letter, for paper that I sold him in León.

I will close. May the Lord bless you abundantly, and make it easy for you to get all the necessary arrangements made for a great work next year. Count on me for all I am worth.

Fraternally yours,

J. E. Davis

August 31, 1917

Rev. J.E. Davis,
El Paso, Texas.

Dear Davis:-

Upon my return to the office, I find your letters of August 7th, 8th, and 12th. I am mighty glad to get all of them and to note the progress you have made of late.

You were certainly blessed in your trip to Mexico. I am happy you were able to sell the papers and supplies you had in Mexico to such good advantage. I feel confident that the ~~commission~~ which you sold these supplies were the best that could be had. I believe you were quite fortunate in this transaction.

With your Linotype Machine and your new press you will be able to make things go. I note you have drawn for \$2927.50 for your Linotype Machine. Did the Agent give you the 10% discount? I feel confident that you will look after this, but I call your attention to it again. The Company has promised to give us 10% on the machine.

I think the New York Board will not be able to enter into cooperation during their present fiscal year. They will probably be able to predict quite accurately in January what they can do in April. They will work toward this end. I think there is no doubt about their coming in next April to a half-support of the Publishing House. They are quite convinced about the desirability of their coming in, but their Budget is in such a shape that they, perhaps, could not get it in this fiscal year. We will pass upon our appropriations at the regular time and I think the plan you suggest in your letter of August 12th will tide you through in good shape.

Concerning the financial part of the work, I shall have to write you later.

In our conversation the other day with Brewer he suggested the advisability of eventually locating the Publishing House in the same place where we locate the Theological School on the theory that it would materially help the school men and, at the same time, help ourselves solve the question of labor. There is a small Publishing Plant in Pernambuco, Brazil, which uses the Theological students. Of course, the necessity for making decision on this point is, perhaps, a long while off, but I am passing on the suggestion to you.

I have just had a very refreshing little vacation. I enjoyed it greatly.

Cordially yours,