

# Ward's Natural Science Establishment.

18 TO 28 COLLEGE AVENUE (OPPOSITE UNIVERSITY).

HENRY A. WARD, PRESIDENT.

Chicago, 620 Division St.

~~Rochester, N. Y.~~ Nov. 13 1897.

CABLE ADDRESS:  
"COSMOS,"  
Rochester, N. Y.

Professor J. W. Simmonds,

Austria.

Dear Sir.

Your letter of the 9th came today. Its first line - "The Meteorite is here in my laboratory;" sent my heart up into my mouth. Then it fell back clear below its normal position, driven there by your next line - "it weighs about 200 lbs." It is a fact, well-known to Meteorite experts, that an Iron or Stone weighing 30 to 50 lbs. - if the only mass found - is worth more than if it weighed a few hundred lbs. (This would not be so if the large amount on hand could be concealed from buyers; - but that could not be done, nor ought it to be.)

I am experiencing that just now in selling a 191 lb Australian Iron, - a specimen, I am doing fifty per cent better with another Australian of another "find"; but of otherwise similar conditions, except that it weighs only 61 lbs. I paid nearly 2 1/2 times more per lb. for the latter, yet - at present appears, - I shall gain more on it, and with less trouble. How shall Dr. S. handle his Meteorite to make the most out of it? I volunteer the answer to this question, in a spirit of good fellowship, and with the considerable belief that in so doing aiding him I shall not materially prejudice my own interests.

First, He can offer it as a whole mass to ~~8 or 10~~ <sup>5 or 6 large</sup> American Museums, and to 8 or 10 foreign ones. He will charge for it, say, \$500, or \$5000. If any one of these takes it, - well and good, the prompt sale has warranted the moderate price.

Second. If that plan fails, he can cut it into slices, and retail; realizing, if all were sold, probably three times the above amount. But from that must be deducted something over one third for the cost of slicing, &c. And several years time must be counted on to accomplish the full sale.

Third. If ~~he cuts~~ after cutting, say, one half of it into slices, he be as fortunate as to sell <sup>the other</sup> half of it to some Institution where it is probable that it will not be cut or distributed for some years at least, - he can <sup>then</sup> charge (and get) at least 30 per cent more for his slices than he could if the other half were also in the market.

The above are three points which I give confidentially (I hope not officially) to Dr. G. As they would affect me (or any other man with commercial interest) in buying, so they should be considered by him in selling.

There are still other points - some of them touching the fares of Meteorite buyers, - which I would willingly talk up with Dr. G. if I were down there. And I should hope that such a conversation might eventuate in Dr. G's deciding to let me take the matter and handle it for him (in just the way that I should handle it for myself, were I the owner of the mass, & on a commission). I could get much more for him in the end than I could afford to pay him in a direct purchase at outset. If Dr. G. thinks that there is a probability of our arranging some such plan together (I do not ask a promised certainty), I may come down to Austin, taking over other business at some time) before the month class probably