

1915

Copies from go to FBH ①

MUSIC

Brickell Point, Miami, Florida  
February 26th, 1915.

C ✓  
Dear Mr. Hoffman;-

I refer again to your letter of the 19th inst. and to my Night Letter of the 24th, reading as follows:

"Cannot believe no metal except iron can be shaped properly by Aeolian; nickel plate is poor anywhere and worthless here, glue cannot be made to last here. If this is Aeolian final word please ask them to cancel contract."

organ



As you know, I have lived sometime in the world and have made a great many business deals and contracts. I have, I am sorry to say, more than once in my life, allowed myself to be satisfied with the assurances such as "leave this to us, we know how to do it, we have had large experience", etc., etc. This is the position that the Aeolian Co. wish to put us in with a \$25,000. contract.

There is, nothing in the contract that guarantees that they will make an organ that will stand this climate or the moisture of this climate. I am completely unwilling to trust the promises that they make orally and are unwilling to put in writing or have not put in writing. If it were some small but even equally important matter, we might take our chances, but where they are involved in a matter so large as this, it seems to me that it would not be businesslike for us to leave the matter to their oral assurances. I have been manufacturing long enough to know that their statement that certain parts cannot be made of any other material than iron cannot be true.

You do not need to be told, any more than I do, what happens to nickelplate in the course of time and usually in a shorter time. As to the matter of glue, I am not able to say that the Aeolian organ cannot be made without glue but it is true that glue will not stand this climate. It is in my opinion equally true that the mere addition of some waterproofing will not enable it to do so.

As I recall our correspondence (and the copies thereof have gone to Chicago), I have insisted that small metal parts or metal parts that form a bearing or fit in a bearing should be made of bronze; that wooden parts should be made of ~~xxxx~~ laminated wood and that glue should not be used. By referring to my letters you may discover other points.

Music

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I am sorry to make you all the trouble that I am making in this connection but I should feel very silly to spend \$25,000. on an organ and find it soon worthless.

I presume that if the contract were canceled the Aeolian people would claim some damages. That is a matter, that, should you think it wise to cancel the contract, I can take up with them.

Yours very truly,

F. B. Hoffman, Jr., Esq.,