Martin Brimmer to Martin Franklin Conway

Martin Brimmer, a member of the New England Emigrant Aid Company Executive Committee, wrote from Boston, Massachusetts to Martin F. Conway. Brimmer informed Conway that he had been appointed the company's general agent for Kansas Territory, replacing Charles Branscomb. Brimmer instructed Conway to recommend local agents for Topeka, Manhattan, and Osawatomie.

Creator: Brimmer, Martin

Date: February 6, 1858

Callnumber: New England Emig. Aid Co. Coll. #624 Box 2 Fldr 2

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Martin Brimmer to Martin Franklin Conway

Brimmer, M.

Boston. Feby 6th 1858

Mr. F. Conway Esqr

My dear Sir

Your letter to Mr. Cabot of the 20th ult. was duly received. The Executive Committee were glad to find that you would undertake the Agency of the Em. Aid Co in Kansas: & at a meeting held on the 5th inst., availed themselves of your willingness to do so by a vote of which I send you a copy, together with that of another passed at the same time.

"Voted, That Mr. M. F. Conway be appointed General Agent of the Company for the Territory of Kansas, at a salary of $1000 pr. annum, from the 1st day of March next: that his necessary travelling expenses while on the business of

the Co. be allowed him: & that his agency may be terminated by the Co. or by him, on giving three months notice to the other party.

Voted,- That Mr. S. C. Pomeroy be appointed local agent at Atchison: that he be requested to continue to take charge of the Co's. business in Kansas City, & generally to furnish such information & assistance to the Co. & its Gen'l Agent as may be in his power, & that in consideration of the above services, his present salary be continued for Six months from the 1st of March."

The whole matter of agencies was then referred to Dr. Cabot, Dr. Russell, Myself with full powers: & at their request I write you our views on the subject. We consider that your acceptance of the agency under the above vote & this letter will be sufficient without any more formal Contract, unless you desire one.

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It is understood that your salary will be due at the end of each quarter, & that the necessary Expenses incurred by you while travelling on the business of the Co. will be settled in your monthly acch with the Treasurer. Your agency is to commence on the 1st of March, because the resignations of Mr Pomeroy & Mr Branicomb take effect on that day.

With regard to the mode of managing the business, it is proposed that a local agents in each of the towns in which the Co is chiefly interested should be appointed. These agents are to attend to the leasing, selling & general care of our property - to make collections & to remit them to you - & to keep you informed concerning our interests. No sale or lease or important contract of any kind made by them however will be valid unless confirmed by you, or made under your instructions. It will be your duty as Gen'l Agent to exercise a supervision over them, to give them instructions, & to col

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lect as soon as possible any of the
Co's money in their hands, so that there
may be no accounts, or none of any
amount, to be settled with them. To
do this you must of course keep up a
correspondence with them, & visit the
different towns from time to time. It
will also be necessary that you should
send to Mr. Higginson as Treas'r a month-
ly statement of your receipts & disburse-
ments on acct of the Co., & that you
should write to Dr. Webb as often as pos-
sible, to keep the Eldoe Comm'ee acquainted
with the State of our affairs.

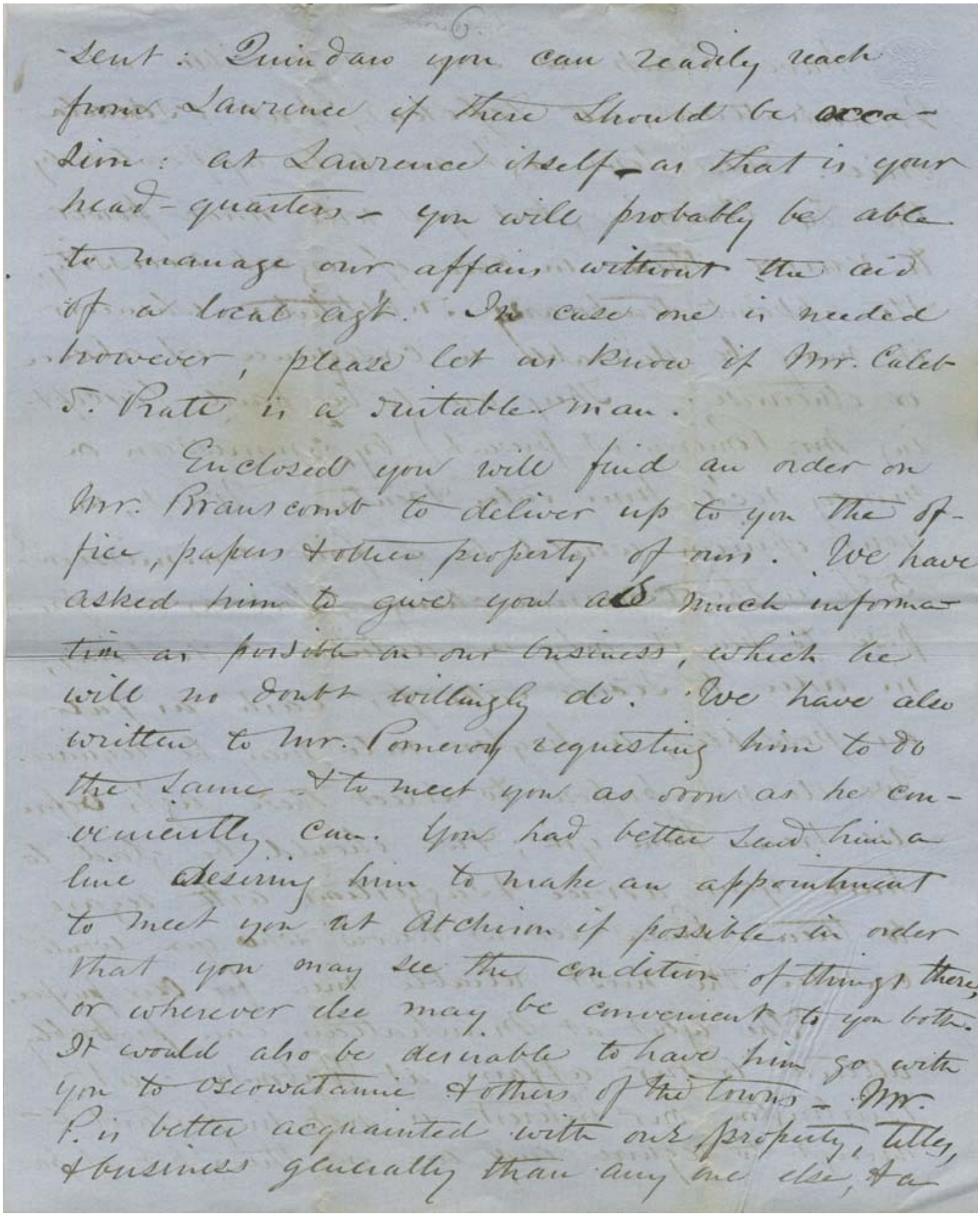
With respect to the business itself,
Mr. Higginson & Dr. Webb will write you
fully when you have taken charge of
the Agency. We have only to say that
our chief object at present is "a prudent
husbandry of our resources", which can only
be secured by economy, method in the
accounts, & a careful attention to details.

We think it important that we should

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have agents as soon as possible at Manhattan, at Topeka, & at Osawatamie. These town agts are to be appointed by the Ex. Commee, but you will have power to remove them in case of urgent necessity, & to appoint temporary substitutes whenever it may be desirable in consequence of absence or otherwise. They are to be paid (excepting Mr. Pomeroy at present) by a commission on money rec'd from sales & rents. What, in your opinion would be a fair commission? 5% is the common charge, but as we propose to pay it only on actual collections, in order to secure sales for cash as fast as possible, a higher rate may be required. We do not propose to select these agts before we hear from you; & we should be glad to have your advice & suggestions with regard to them. Please let us know who you would consider the most reliable men for our purpose.

The agent at Manhattan can probably attend to our affairs at Wabmsa: at Burlington our interest is not important enough to require any one on the spot at pre-

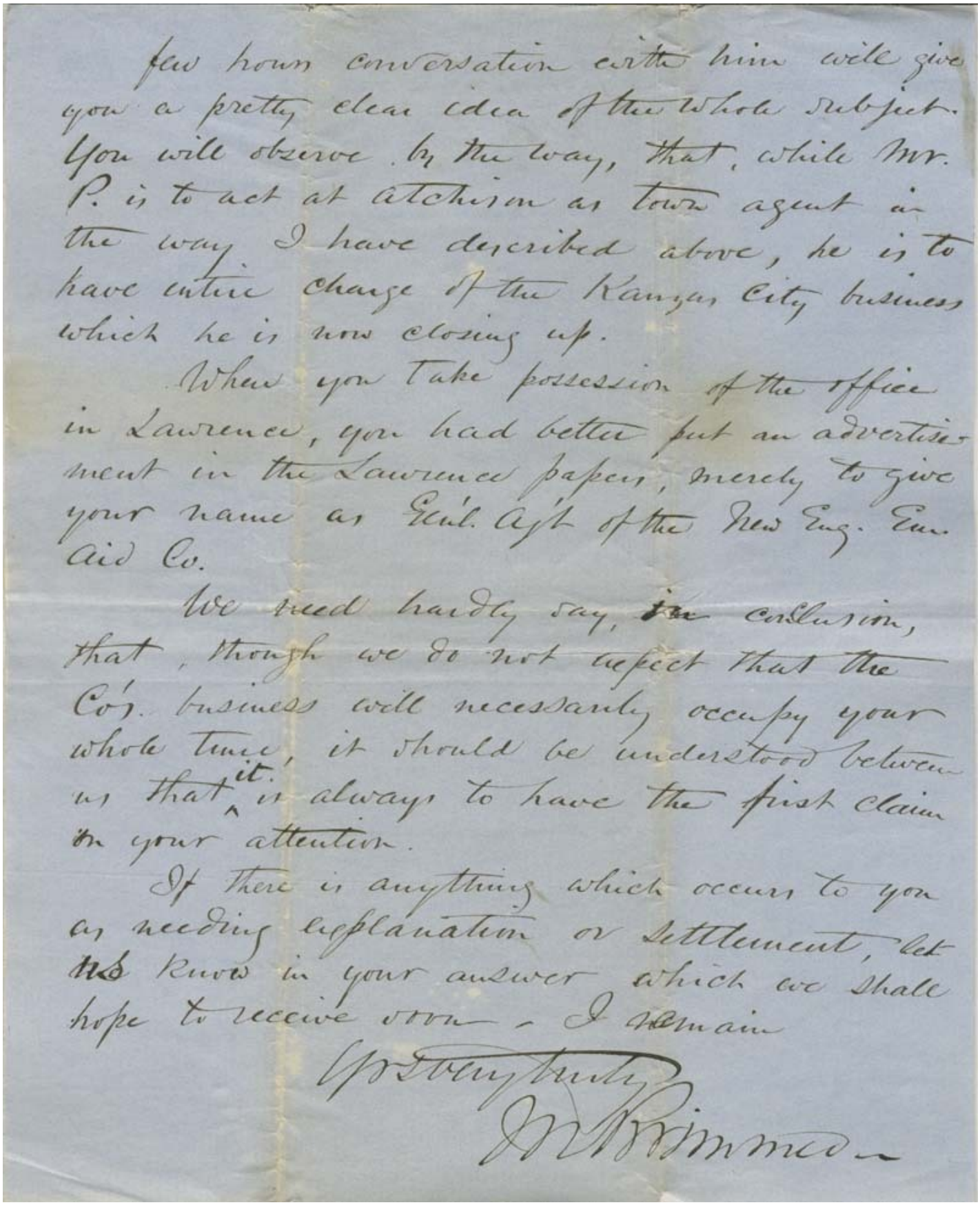


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-sent: Quindaro you can readily reach from Lawrence if there should be occa-sion: at Lawrence itself - as that is your head-quarters - you will probably be able to manage our affairs without the aid of a local agt. In case one is needed however, please let us know if Mr. Caleb S. Pratt is a suitable man.

Enclosed you will find an order on Mr. Branscomb to deliver up to you the office, papers & other property of ours. We have asked him to give you as much information as possible in our business, which he will no doubt willingly do. We have also written to Mr. Pomeroy requesting him to do the same & to meet you as soon as he conveniently can. You had better send him a line desiring him to make an appointment to meet you at Atchison if possible in order that you may see the condition of things there, or wherever else may be convenient to you both. It would also be desirable to have him go with you to Osawatamie & others of the towns - Mr. P. is better acquainted with our property, titles, & business generally than any one else, & a

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few hours conversation with him will give you a pretty clear idea of the whole subject. You will observe, by the way, that, while Mr. P. is to act at Atchison as town agent in the way I have described above, he is to have entire charge of the Kanzas City business which he is now closing up.

When you take possession of the office in Lawrence, you had better put an advertisement in the Lawrence papers, merely to give your name as Genl. Agt of the New Eng. Emi Aid Co.

We need hardly say, in conclusion, that, though we do not expect that the Co's. business will necessarily occupy your whole time, it should be understood between us that it is always to have the first claim on your attention.

If there is anything which occurs to you as needing explanation or settlement, let us know in your answer which we shall hope to receive soon. - I remain

Very truly

J. M. Brimmer