Provenance fragment; This letter presented to the Eastman Photographic Collection by Mr. And Mrs.
Rochester, N. Y., Jan. 19th, 1892.

Myron G. Peck, Esq.,

Dear Sir:

In reply to your request for a general statement in regard to the business and prospects of our Company, I have to state the following:

Our business at present is chiefly the manufacture and sale of Kodak Cameras, Roll Holders, View Cameras, Transparent Roll Films, Transparency Plates and Bromide Paper; the Printing, Developing and Enlarging of Kodak Negatives and sale of photographic sundries. It is our intention to add Chloride Paper to our list of manufactures in a few weeks, and glass dry plates later on.

Kodak Cameras. We are known to the general public principally as manufacturers of the Kodak Camera and it has been generally assumed that the Kodak is simply one form of hand camera which will have its day and be superseded by other forms.

This is a superficial view. There are two classes of photographers, outside of professionals:

The first are the true amateurs, who devote time enough to acquire skill in developing, printing, toning, &c., and whose number is limited to those who have time to devote to it, inclination for experimenting, and such facilities as the dark-room, &c., required in practicing the art.

The second class are those who, lacking some, or all, of the requisites of the "true amateur," desire personal pictures, or memoranda of their every-day life, objects, places or
people that interest them in travel, &c. The numbers of this second class are limited only by those who have not the facility for making the pictures they want, and they bear a relation to the limited numbers of the true amateur of one thousand to one hundred.

Cameras, like their users, may also be divided into two classes: cameras for the picture maker, and cameras for those who want pictures to keep. For the first are the cameras for glass plates, or cut sheets of film, and for the others are the cameras with the roll holder and continuous film, that is the Kodak.

The glass plate camera is only useful for the picture maker, at home, while the Kodak camera is useful for those who wish to take pictures everywhere, at home, during travel, &c. While it can be used by both classes, the tourist, and the photographer at home, the glass plate or magazine camera can only be used, to good advantage, at home or in the studio of the professional photographer.

The Kodak, with its latest improvements, can, if desired, be used with glass plates, but the glass plate camera can not use films without paying a royalty to the owner of the Kodak patents.

It is estimated to-day, that for every hundred persons who use glass plate, or cut sheet cameras and get others to develop and finish their pictures, there are a thousand who use the Kodak, and develop and finish their own pictures.

Previous to the introduction of the Kodak there was only one class of amateur photographers, viz: the picture makers.
The success of the Kodak is not due simply to its being a neat and handy instrument which has been widely advertised and which struck the public fancy as a new fad. It is the exponent of a radically new system of photography which admits the whole public to practice the art. The Kodak is not a radical invention in itself. It is the combination, the "outward and visible sign" of a large number of inventions; the result of a line of investigation and experiment extending over a period of five years, during which time the Eastman Company's predecessors had absolutely no competition.

It follows, therefore, as a matter of course, that the system is covered by patents on every conceivable point. As a matter of fact the Eastman Company owns every patent of any value relating to the system. It having, before the invention of the transparent film which completed the system, bought up all the outside patents, both in this country and Europe.

For more particular information in regard to these patents and any others mentioned in this paper, reference may be had to the accompanying list.

The Kodak system can never have any competitor because there are only two conceivable ways of making negatives: one by making them one by one, the other by making them on the continuous band. The latter belongs to the Kodak patented system and the other is open to all, as far as any basic claims are concerned.

The Kodak, or Roll Holder patents have never been successfully infringed. The Blair Company of Boston tried it, and a litigation with them is now being carried on. Competent
counsel declare the infringers cannot succeed. But, notwithstanding their infringement, the Blair Company has been conspicuously unsuccessful in competing with the Kodak.

**Roll Holders.** We make roll holders for all kinds of view cameras to permit the use in them of transparent films. We make a good profit on them, and each one sold is a source of income from the film used in it.

**View Cameras.** We have paid little attention to this class of goods for the past two years because our shops have been full of Kodak work. Our reputation for the very best workmanship is not excelled by any other firm, and when our facilities will permit we can do a good business in this line.

**Transparent Films** form an important part of our production. They consist of a transparent, flexible sheet or band, two to 3/1000 of an inch thick, made of gum cotton and camphor and called the support, and a coating of sensitive silver and gelatine called the emulsion. There are only two ways known by which the support can be made. One, which we employ, in which the material is flowed on long sheets of glass and dried, and the other, in which the sheet is shaved from a revolving block of celluloid like veneer. This last way has not yet been perfected.
but the Celluloid Company is understood to have nearly worked it out. The main defect of celluloid as a support in such thin sheets is the tendency to season on the edges when coiled on a spool, thus rendering the edges shorter than the middle, causing the strip of film to belly or buckle. This defect is obviated by the process described in the Eastman patent No. 441,851 which has about sixteen years to run and is considered to be controlling as regards both processes. This is supplemented by another improvement lately discovered and the subject of another patent not yet issued which will prolong our monopoly seventeen or eighteen years.

Besides these patents the Eastman-Walker spool patents Nos. 317,040 & 317,050 cover any form of spooled films, and the Eastman-Walker coating machine and process patents Nos. 358,248 - 370,170 and 370,173 cover the only known method of coating the films made by the shaving process.

We have never yet succeeded in making transparent films as perfect as glass plates but there is no inherent difficulty and it is only a matter of a short time when they will be so made. They are to-day much nearer perfection than glass dry plates were at the middle of their third year.

Transparent Plates. We probably do the largest business in these plates of any maker but the total sales are not over thirty or forty thousand dollars per year and the profit is so small that we would relinquish the manufacture of the plates if it would not displease some of our good customers.

Bromide Paper. We make probably over 90% of all the paper of this kind that is used in this country. The profit is large but the volume of business is only from $55,000 to $65,000
The business has been established by about seven years of hard work in teaching the photographers how to use it. Any new brand of paper would have to be presented personally to each photographer to get him to try it and if half the trade could be obtained the first year at our present prices there would be no profit on account of the enormous expense of introduction.

There is no probability of any new brands getting a foothold however as photographers have settled down to our paper after trying that of our competitors who have been trying to introduce paper ever since we began. We should, of course, cut prices sufficiently to maintain our trade if required.

There are two patents on bromide paper. One known as the Rochester patent, owned by Eastman Kodak Co. which is claimed to cover broadly the article of manufacture. This patent has been in litigation in a suit against us since 1887 or 1888. The other is the Walker-Eastman patent, No. 370,113 which covers the only known method of coating gelatin emulsions upon flexible continuous supports. This patent is in litigation against K. A. H. T. Anthony, the Buffalo Argentic Paper Co., and others, and if sustained will give us the monopoly of Bromide paper, Chloride paper, etc., until 1904. Such eminent counsel as H. F. Ternstedt and W. E. Philipp have expressed the opinion that it is a good patent. We are prepared to spend any where from $50,000 to $200,000 on it. If it is not sustained it throws the paper business open to any body who has $2,000 or $3,000 capital, as the process and machinery are very simple.

Printing, Developing and Enlarging from Kodak and other negatives is an important part of our business, in which we are
play fifty hands. The business has grown up out of the sale of
Kodak cameras, is profitable and will increase with the consump-
tion of transparent films. The business is steady and permanent
as it naturally stays by the manufacturer of the films.

Photographic Sundries. We sell incidentally a consider-
able quantity of photographic goods not of our own manufacture
upon which there is a fair profit.

Chloride Paper. We have nearly completed our prepara-
tions to put this new paper on the market. There are already
eight or ten manufacturers in the market, every one of which is
infringing our coating process. Some of them will have to go to
the wall and the others will be called upon to pay us a handsome
royalty unless we are unsuccessful in our litigations; in which
case there will be no profit in the business the competition
will be so great.

It is estimated that our patent will yield easily

$50,000 per year in royalty in the next three years.

Glass Dry Plates. The profit on glass dry plates is
rather small and although at one time we were one of the largest
manufacturers we have, since we turned our attention to film pho-
tography, gradually been obliged to drop these goods as the need
for their manufacture was required for more profitable work.
There is a fair margin in the business if rightly managed and we
intend to re-enter the market as soon as we can erect a suitable
building at the Boulevard.
Prospects of the Company. Besides the profits of the business of the home company, are the dividends from the London Company, and the increase in the value of the stock of foreign companies already formed and of those projected.

The net profits of the business for 1891, which were estimated at $300,000, were a little below the estimate, as will be shown by the Annual Report. But this was owing to the delay in getting ready the new film factory on the Boulevard. Instead of being ready April 1st, in time for the summer business, it was not ready till July.

April 1st, 1891, there were double as many Kodaks in the hands of users as in April 1890; but the supply of film from the old Court Street factory, was only the same as in 1890; hence, when the summer demand was at its height, everybody was crying for film, and there was no film to be had, or rather, not sufficient to supply all the Kodaks on the market. Dealers declined to sell any more Kodaks until the supply of film was up to the demand, and some trade was lost. But by September, the Eastman Company got all their back orders filled, and the public learned they could get their Kodaks re-loaded.

The Kodak has had no successful rival that could take its business, as the glass plate, or magazine camera, never could compete with it. The interest in photography is constantly and rapidly increasing, and the Eastman Company will open the spring business with a larger and better stock of film than ever before made. They have improved the Kodaks by adding counters for exposures, and glass plate attachments for plates.
For young people and those of moderate means, we have brought out a line of cheaper Kodaks, the sale of which is bound to be enormous. These things, combined with general business prosperity, lead me to think the earnings of the Company will be 100% more than last year. The World’s Fair, the year after, ought to sell 100,000 Kodaks, insuring a still further increase in business.

With every prospect of sustaining our monopoly of our particular branches of photography, the business of the Company ought to increase until we earn $700,000 or $800,000 per year, or even more, including the profits from forming new companies in France, Austria and Germany.

The entire foreign stock will stand as surplus on our books and any sales or dividends from it go to swell our dividends here.

There is no question in my mind that the stock of the Eastman Kodak Company at $8,000,000 as proposed, will sell at par before the summer is over.

In regard to your other questions I will be more brief:

Discharged Employees. The discharge of the disaffected employees will not affect the carrying on of the business of the Company except that it removed certain influences that interfered with good work and good discipline. I made sure that I had competent people to step into their places before I discharged them. The works are running better than if they were in their old places.

The reported statement of Mr. Milburn that he holds the
trade of The Eastman Company in the palm of his hand is, it
seems to me, too absurd to merit the consideration of a business
man. Dealers don’t buy goods to please traveling salesmen; they
buy to suit their customers. Of all trades the photographic is
notoriously the most difficult in which to play the substitution
dodge. Photographers have had too many bitter experiences to
let dealers dictate whose plates or paper they shall use. It
seems to me that any business depending wholly upon its drawer
would be rather a precarious one and lest if Mr. Milburn had any
such power as claimed he would be a very dangerous man in any
circum.

Magazine Camera. I enclose herewith a list of maga-
azine camera patents. Of these The Eastman Company is not the
owner of a single one although it has probably had the opportuni-
ty of buying the major portion of them one time or another.
My experience with such cameras is extensive, the second camera
I ever owned having been fitted with a magazine, and I have ex-
amined all made since. I have just refused the Kipper camera at
my own price and dropped the option on the Whitney cut sheet
camera which can be had on a royalty of 50 or 75 cts. This
device and the Hetherington magazine camera are the best of their
kind up to date. An inspection of the list will show that the
field has been well explored. I am satisfied that there is no
money to be made in this branch of business.

Cut Sheet Film. The support of these films is about
celluloid 10/1000 of an inch thick (too thick to roll) made by
the Celluloid Company. They have been on the market for over
two years and are at present being coated by John Garrett,
Philadelphia, and the No. Seed Co., St. Louis, the largest manu-

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Eastman Company; Typescript letter to Myron Peck (1892-01-19)
P A T E N T S.

THE KODAK CAMERA, ROLL HOLDER, Film and processes and
machinery for manufacturing same, are covered by the following patents owned by THE EASTMAN COMPANY:

No. 246,179, Oct. 11, 1881.
No. 316,933, May 5, 1885.
No. 317,048, May 5, 1885.
No. 317,050, May 5, 1885.
No. 355,084, Dec. 28, 1886.
No. 358,323, Mar. 8, 1887.
No. 370,050, Sep. 20, 1887.
No. 370,130, Sep. 20, 1887.
No. 370,111, Sep. 20, 1887.
No. 370,216, Sep. 20, 1887.
No. 385,850, Sep. 4, 1888.
No. 405,454, June 15, 1889.
No. 407,396, July 25, 1889.
No. 407,647, July 25, 1889.
No. 407,647, July 25, 1889.
No. 408,096, Aug. 6, 1889.
No. 414,735, Nov. 12, 1889.
No. 417,302, Dec. 10, 1889.
No. 432,990, July 29, 1890.
No. 432,020, July 29, 1890.
No. 433,774, Aug. 5, 1890.
No. 433,775, Aug. 5, 1890.

Other patents pending. Infringers will be prosecuted.
THE EASTMAN COMPANY,
Rochester, N. Y.
Rochester, N. Y., Jan. 19th, 1893.

Mr. Myron Peck, Esq.,

Dear Sirs:

In reply to your request for a general statement in regard to the business and prospects of our Company, I have to state the following:

Our business at present is chiefly the manufacture and sale of Kodak Cameras, Roll Holders, View Cameras, Transparent Roll Film, Transparent Plates and Bromeo Paper; the Printing, Developing and Emulsion of Kodak Materials and sales of photographic chemicals. It is our intention to add Chloride Paper to our list of manufactures in a few weeks, and glass dry plates later on.

Kodak Cameras. We are known to the general public principally as manufacturers of the Kodak Camera and it has been generally assumed that the Kodak is simply one form of hand camera which will have its day and be superseded by other forms.

This is a superficial view. There are two classes of photographers, outside of professionalism.

The first are the true amateurs, who devote time enough to acquire skill in developing, printing, testing, etc., and their number is limited to those who have time to devote to it, instruction for experimenting, and such facilities as the dark-room, etc., required in perfecting the art.

The second class are those who, leading more or less, of the requisites of the "true amateur," desire permanent pictures to remembrance of their every day life, subjects, glimpse of
people that interest them in travel, etc. The numbers of this
method alone are limited only by those who have not the fa-
culty of making the pictures they want, and they bear no
relation to the limited number of the true amateurs of one
thousand to one hundred.

Moreover, the same camera may also be divided into
two classes: cameras for the picture maker, and cameras for
those who want pictures to keep. For the first are the com-
mercial plate camera, or cut sheets of film, and for the
others are the cameras with the roll holder and continuous
film, that is the Kodak.

The glass plate camera is only useful for the picture
maker at home, while the Kodak camera is useful for those
who wish to take pictures everywhere, at home during travel, etc.
While it can be used by both classes, the tourist, and the
photographer at home, the glass plate or magazine camera can
only be used to good advantage, at home or in the studio of
the professional photographer.

The Kodak, with its latest improvements, can, if desired,
be used with glass plates, but the glass plate camera can not
use film without paying a royalty to the owners of the Kodak
patents.

It is estimated to-day, that out every hundred persons
who use glass plate, or cut sheets cameras, and out others to
develop and finish their pictures, there are a thousand who
use the Kodak, and develop and finish their own pictures.

Previous to the introduction of the Kodak there was only
one class of amateur photographers, viz. the picture makers.
The success of the Kodak is not due simply to its being a novel and handy instrument which has been widely advertised and which struck the public fancy as a new idea. It is due partly to a radically new system of photography which enabled the whole public to practice the art. The Kodak is not a radical invention in itself. In the combination, the "outward and visible sign" of a large number of inventions—the result of a long line of investigation and experiment extending over a period of five years, during which time The Eastman Company's predecessors had absolutely no competition.

It follows, therefore, as a matter of course, that the system is covered by patents on every conceivable point. As a matter of fact, The Eastman Company owns every patent of any value relating to the system. It having, before the invention of the transparent film which completes the system, bought up all the outside patents, both in this country and Europe.

For more particular information in regard to these patents and any others mentioned in this paper, reference may be had to the accompanying list.

The Kodak system can never have any competitor because there are only two conceivable ways of making negatives: one by making them one by one, the other by making them on the continuous band. The latter belongs to the Kodak patented system and the other is open to all, so far as any basic claims are concerned.

The Kodak, or Roll Holder, patents have never been successfully infringed. The Klein Company of Boston tried it, and a litigation with them is now being carried on. Competent
Eastern Company; Copy of Typescript letter to Myron Peck (1892-01-19)
but the celluloid leaves no trace of having been wetted at all. The soil, dirt, or any film of gum on the surface of the film. This leaves is the fact that celluloid is more easily handled on a wood, and contains the same body as thin film, and the strip of film is to be deformed. The defect is relieved by the present description of the subject as much as fifteen years of one part, and is considered to be essential for an exactness of position. This is supplemented by another improvement lately discovered on the subject of how an object with its chain was known, or less, with seven or eight years.

Besides these patents the Eastman-Walker speed patents No. 317,968, 317,966, 317,969, and 317,970, cover the only known kind of method of cutting the film made by the shaving process.

We have never yet succeeded in making transparent films as perfect as glass plates; but these in an inherent difficulty and it is only a matter of a short time when they will be so made. They are to-day much nearer perfection than glass dry plates were at the middle of their third year.

Transparent Plates. We probably do the largest business in these plates of any maker, and the total sales are not over three or four thousand dollars per year and the profit is so small that we would relinquish the manufacture of the plates if it would not please some of our best customers.

Bonded Paper. We make probably over 50% of all the paper of this kind that is used in this country. The profit is large but the volume of business is only from $50,000 to $60,000
Eastman Company; Copy of Typescript letter to Myron Peck (1892-01-19)
Five fifth sheets. The business has grown up out of the sale of Eastman's celluloid, is profitable and will increase with the consumption of photographic films. Our business is now, and always has been, conducted in the manner as by the manufacturer of the films.

Most private Sections. We will initially sell a considerable number of photographic goods not of our own manufacture upon which there is a large profit.

Chinese Paper. We have nearly completed our arrangements to put this new paper on the market. There are already eight or ten manufacturers in the market, every one of which is infringing our patent process. Some of them will have to go to the wall and the others will be called upon to pay us a heavy royalty unless we are unassailable in our litigation, in which case there will be no profit in the business the competition will be so great.

Testing Prices. It is estimated that our plant will yield easily $100,000 per year in royalty in the next three years.

Glass Dry Plates. The profit on glass dry plates is rather small and although at one time we were one of the largest manufacturers we have, since we turned our attention to film photography, constantly been obliged to drop these goods as the room for their manufacture was required for more profitable work.

There is a fair margin in the business if rightly worked and we intend to re-enter the market as soon as we can erect a suitable building at the Avenue.
Proprietors of the Company. Describe the progress of the business of the home company, the dividends from the sister company, and the increase in the value of the stock of the latter company, already described and of these years.

The net profits of the business for 1891, which were estimated at $698,000, were little below the estimate as will be shown by the Annual Report. But this was due to the delay in getting ready the new film factory on the Boulevard. Instead of being ready April 1st, in time for the summer business, it was not ready till July.

April 1st, 1891, there were double or more Kodaks in the hands of users as in April 1890, but the supply of film from the old Court Street factory was only the same as in 1890; hence, when the summer demand was at its height, everybody was crying for film, and there was no film to be had, or rather, not sufficient to supply all the Kodaks on the market. Dealers declined to sell any more Kodaks until the supply of film ran up to the demand, and some trade was lost. But by September, the Eastman Company got all their back orders filled, and the public learned they could get their Kodaks reloaded.

The Kodak has had no successful rival that could take its business, or the glass plate, or magazine camera, never could compete with it. The interest in photography is constantly and rapidly increasing, and the Eastman Company will open the coming business with a finer and better stock of film than ever before made. They have improved the Kodaks by adding counters for exposures, and glass plate attachments for plates.
For young people and those of moderate means, we have brought out a line of cheaper Kodaks, the sale of which is bound to be enormous. These things, combined with general business prosperity, lead us to think the earnings of the Company will be 100% more than last year. The World's Fair the year after, ought to swell 100,000 Kodaks, insuring a still further increase in business.

With every prospect of sustaining our monopoly of our particular process of photography, the business of the Company ought to increase until we earn $200,000 or $300,000 per year, or even more, including the profit from forming new companies in Russia, Austria and Germany.

The entire foreign stock will stand as surplus on our books and any sales or dividends from it go to swell our dividends here.

There is no question in my mind that the stock of the Eastman Kodak Company at $5,000,000 as proposed, will sell at par before the summer is over.

In regard to your other questions I will be more brief:

Discharged Employees. The discharge of the discharged employee will not affect the carrying on of the business of the Company except that it removed certain influences that interfered with good work and good discipline. I made sure that I had competent people to step into their places before I discharged them. The works are running better than if they were in their old places.

The reported statement of Mr. Willard that he holds the
Eastman Company; Copy of Typescript letter to Myron Peck (1892-01-19)
factories of glass dry plates in the country. They had a temporary success as a novelty but are not now used to any practical extent. The reason that they have not been a permanent success lies in the fact that they are only a very slight improvement over glass and not because there has been no suitable stop to the camera proper in the process. Such a camera as the褐色

Yours very truly,

[Signature]
Eastman Company; Copy of Typescript letter to Myron Peck (1892-01-19)
Dear Mother,

It will be just a week tomorrow since we left New York. I have never seen such a delightful passage—until yesterday the ship had hardly rolled or pitched a bit. Glass tumblers have stood all the time on the flat unstable washstand. Yesterday the

Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-05)
Vessel was a little out of order but not enough to bother anybody. I slept in the room, which is even better than the one you and I had) for two days. I slept most of the time. I slept 16 hours the first day and 12 the next. This morning I did not get up until 10 o'clock. Now trying to get all the rest out of the voyage that I can. The gents is the same old story.

Yesterday was the 4th of July and in the evening there was an entertainment. Judas Gildersleeve and his brother chairman there was speaking & singing. Instrumental music. The vessel rolled more during the entertainment than at any time before and as lady at the piano slipped off on the floor, Miss Mellen was on the program but backed out at the last moment. I hope you are doing well and that you are not following anything to worry you.

Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-05)
die or Charles breaks a wagon or the barn burns down or the factory shuts down or is struck by an earthquake do try not to let it worry you. If you feel as if you wanted to know about any cable wire, you can cable your a letter for 10 or 20 dollars. We expect to get to Quebec tomorrow before midnight and to Liverpool tomorrow afternoon. We may not go to London tomorrow. We shall sleep in Liverpool if we can’t get to London before midnight.

With care of love to you.ellen also if she is well your George.
June 24, 1892

Dear Mother,

We are just passing Coney Island on the way out, having got started in good shape. Our room is a splendid one and things we shall be comfortable.

Take care of yourself and don't stay alone.
Be sure think every Tuesday.
I enclose a copy of passenger list.
The Rochester people are
Merry.

With love of love
to yourself & Ellen

George
July 9'

Dear Mr. [illegible]

Well, at about 9:30 yesterday morning, we had a report of a fire just about a mile from here. We could see the smoke in the distance but no one knew what it was. We were all very excited, thinking it was going to be a big fire. We rushed outside, with our little children, to see what was happening. It turned out to be a small brush fire that had been started by a passing car. We were all relieved when we saw the firemen coming with their tools.

I hope this letter finds you well. I am looking forward to your reply and hearing from you soon.

Yours sincerely,
George Eastman
The city is full, it is hard to secure accommodations. Walker & I am to have a recce & we are to start a Co. there now. Everybody is well. Expect to see the old place today.

Well & tolerably. With love of love

Yours, George

The city is full; it is hard to secure accommodations. Walker & I will have a recce & we are to start a company there now. Everybody is well. Expect to see the old place today.

Well & tolerably. With love of love.

Yours,

George

Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-07)
Jul 9, 1892

Dearest Mother,

Took dinner with Mrs. N., Mrs. DeB. & Seamans last night at the Windsor. Mrs. D. is well. Seamans & I have decided to go on a bicycle tour of a week or more with Harry Mrs. S. Mrs. D. will go along by train.

Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-09)
we shall start
about Friday.
Have not seen
Mrs. Dickman yet.
Your dad has
two long toads
with W.
Kane in a fair
way to straighten
him out.
Things are in fair
shape over here; I
should judge.

Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-09)
Shall hope to hear from you Monday. Was glad to get a cable yesterday but the suspension is all right. Was just a little worried about monopole.

With lots of love,

George
Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-10)
Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-10)
15th July 1892
Rochester, England

Dearest Mother,

We arrived here about quarter past eight having started from
the Windsor at 11.10.
This ass. distance 30 miles. I was
about tired out
but supper revived
me and I went
with Harry & Seaman
to the castle and
went to the top.

The castle was built
by William the conqueror
Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-15)
19th July 1912

Dear Mother,

Here we are at the most comfortable little old English hotel upon the lawn, living on fresh fruit, cream, and muffin cakes.

Seaman Harry and I started from Rock yesterday about 10 o'clock after going about 7 miles. My ankles gave out and I had to take the train. I got here a little before two and the boys about three.

I found Mrs. Kilbourn, Mrs. x x x x

Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-17)
and we had lunch together while eating. Tomorrow we are going to Hastings to see battle abbey & Norman ruins. The country place of the
Bessorey.
The cathedral here is very magnificent, but not as handsome as Cologne. You will remember that Thomas à Becket was murdered here and his shrine was for many years the chief attraction for Romanists able to do 70 or 80 miles. The fact that they came here to-day, aside from ends to this day, the church is superb right & easy do so much real Rome in age.
It is very quaint.

We have a sitting room up one flight in front and back on

meals en famille.

There is a balcony on the street and we could look on the
Saturday night crowd below and view the

Stranger scene at

our ease.

Today it is raining a little but hope we
shall be able to take a little ride this PM

in our wheels.

Hope to have a letter soon.

with love,

George Eastman; Letter to Maria Kilbourn Eastman (1892-07-17)
3 July 1912

Dear Mother,

Here is our route up to date:

Friday July 15 London to Rock 33 m. Bicycle

Sat 16 Rock to Canterbury 8 m bicycle then train

Sun 17 Canterbury

Mon 18 " Hastings 5 s m bicy 9 m train

Tues 19 Hastings Battle Abbey & Normanart

Wed 20 Hastings To Winchester via Brighton train

Thurs 21 Winchester to Romsey & Salisbury 27 m by car
Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-23)
Except Tuesday I have had enough exercise to keep up a wonderful appetite. We are in the season of red raspberries and thick cream I live on them most. Breakfast is good. I must close.

Yours truly,

George
I suppose you have got started and finished by this time. I hope your drive was successful.

Baby will be a fine terror when he has his head or receives rest. Mr. Walker has gone up to Dresden, N.Y. To see the stranger. They will be in that neighborhood several days. Harry is going to England and now they are all going to Scotland.

Remember me to Annie and Charles.

Give my love to Ellen and lots of love to Geo.

5th August

P.S. Your Mother

I forgot just when I left off in my last. We started on Tuesday at Oxford, did the town Tuesday. I cannot hear by train that night. Sunnyside two days were undecided whether he would continue with the Sunnyside and go over.

Eastman, George; Letter to Maria Kilbourn Eastman (1892-08-05)
Eastman, George; Letter to Maria Kilbourn Eastman (1892-08-05)
July 30th, '92

Dear Mother,

I think the last letter I wrote you was from Gloucester. I intended to write by the Wednesday mail but could not get up early enough in the morning. Read your letter at Ross. Am glad you went out to see the

Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-30)
Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-30)
Pavilion Hotel, Scarborough.

R. Lamplough, Proprietor.

This magnificent and most centrally situated Hotel for Families and Gentlemen, with splendid views of Oliver's Mount, Sea, Castle Hill, &c., being the nearest Hotel to the Railway Station, the Park, Aquarium, &c., and within three minutes' walk of the Spa and Esplanade.

It contains over 150 Rooms, including Ladies' Drawing-Room, overlooking beautifully laid out grounds, with Lawn Tennis, &c., and has been refurnished in the most modern and approved style, with every regard to the comfort and convenience of Visitors, all the appointments having the latest and best improvements.

Magnificent Suites of Private Apartments and Public Rooms.

The Entrance Hall and Corridors are spacious, and all the Rooms lofty and well ventilated, with Ladies' and Gentlemen's Lavatories and Bath Rooms on every floor.

The sanitary arrangements are perfect, having been thoroughly overhauled under the direction of the Authorities, and a Certificate given to that effect.

The Cellars have been most carefully stocked, and the Wines, &c., will be found of excellent quality and moderate prices. [See List.]

Chairs of the Correct Brands.

Night Porters and Servants constantly in attendance for late and early Trains.

Excellent Stabling and Carriages.
Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-30)

As if pursued, a little cold, I have had to wear a glove which Mr. Dickman gave me. It is better now and beginning to feel.

Each of us has had one full day of the trip so far.

Our programme has been

July 23: Leave Hotel. 7:00 a.m. 8:24, Ross. Speech. Leave K at 10 a.m.
7:00 by train. 11:00 to Kirkham Abbey. Return to Ross by
July 26. We went down the Wyre in a row boat covered by two sails. In Howesworth, got one sail, & then went by train to Furness Abbey, an old ruin of the 13th century. Returning to Rora for dinner about 7 o'clock. The sun does not set here until about 8 o'clock, and it is not dark until before half past 7. We all went over to Kirkham, and do not seem to work after which we came.

Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-30)
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Cigars of the choicest brands.

Night Porters and Servants constantly in attendance for late and early Trains.

Excellent Stabling and Carriages.
Here for the night.

Today we are going to spend where Mrs. Dickinson will join us to spend Sunday. We have a big sitting room usually used for meals in the hotel and live quite comfortably. We have got along very nicely.
Eastman, George; Letter to Maria Kilbourn Eastman (1892-07-30)
Pavilion Hotel, Scarborough.
R. LAMPLUGH, Proprietor.

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CIGARS OF THE CHOICEST BRANDS.

Night Porters and Servants constantly in attendance for late and early Trains.

EXCELLENT STABLES AND CARRIAGES.
Hotel Continental  
3, Rue Castiglione  
PARIS  

PARIS  

Telegrammed  
CONTINENTAL-PARIS  

Dear Mother,

We came over her last Saturday via Calais. We stayed over Sunday at the hotel at Petersburg and here Seaman wanted to come here. So, as he had been to the hotel in London but I like I thought it would be the finest thing to do as he wanted here. It is a regular big American hotel.
When you come in a
while away and the
food is brought in all.
We have been doing
nothing much, great
assiduously since we
arrived - the time has
shipped by much
quicker than in London.
Duncan and we
have not been very
where of any conse-
guence.
The shops here is
doing very well and
I think DeBello is going
to have an able man.
He seems to have his
business well in hand
and to have an eye
to details that others
altogether lack.
I learn for London
Monday.
I shall be glad to
be home again in the
bicycle trips I forgot being
out in London a day
it is always on my
mind and I don't
feel easy.
DeBello is going to try
to get me a Head Cook
from Brussels, he is
going to be Sunday and
will ask his Mother
to look for me a
medall aged person.
Who can cook & garnish dishes? We have the best raw materials for food in the world and it is a shame that we can't use it. I bought a set of pearl handled dinner knives & another set of pearl handled Fruit knives (solid, silver blade) both with same pattern handles as the small ones. Have not tried to buy any presents. Give my love to Aunt Eliza & remember me to Charles, etc.
With lots of love Geo.
Dear George,

I think before this Aunt Maria has properly told you of the general upheaval which we have been having in our little world down here. Better than I can write them. And I doubt not you have said to yourself, about this time last week for a letter from Russell to renew his old promise again. Well here it is and my excuse is that the trouble while I believe they will prove to our advantage in the end mocked me.
Kilbourn, Russell; Letter to George Esatman (1892-00-15)
Clinton Jan 15th 92

Dear George,

I enclose note with check for interest. If there is any exchange on check please let us know and we will make it right. Many thanks for the accommodation.

Very truly yours,

Russell Kilbourn Jr.
Letter from George Eastman to Myron G. Peck, concerning Kodak.

January 19, 1892.

Presented to the Eastman Photographic Collection
by Mr. and Mrs. Kenneth E. Field of Rochester, N.Y.

Eastman Company; Typescript letter to Myron Peck (envelope) (1892-01-19)
Clinton April 15th

Dear George,

I am reminded by looking at the calendar that my note is nearly due again. Now if the question is not, is there an inconvenience you in any way? If not, the state of the case is this. We borrowed very little money for our building operations (two small loans besides yours), one of which is now paid, the other not. Wood, lumber, and hardware men very cheerfully offered us credit, which we
were obliged to accept. These accounts we have
made payments on from time appreciated. It may take
time after that with coal and a spar and it greatly
run my expenses takes the
summer. I have to be just as it comes in. building all paid for but

Of course these accounts we mean dynamics. All going

real home are what make or conditions of success are

was a man's credit & the less willing to work hard for it
of the matter is, if the interest goes to six hours sleep out of
on the money is to your own.

thing like equivalent to the other average for the last time
out of it. I should very much months. While writing this
liked to settle up some of them am taking my walks at

matters arise home office. giving the twelve years.

I do not feel like explaining

matters quite so fully as I 

We like steam much
can be to you. I know it
seems like jumping in to ask
this when Aunt Maria is
remembered better so<br>

Can't you spend two
generously. But please believe when your miss goes through

Kilbourn, Russell; Letter to George Esatman ()
Utica to stop and give us a call at least. If we
our place? Hoping I
have not exhausted your
patience with this
lengthy epistle. I am as ever,
Sirs truly,
R. Kilbourn Sr.
Clinton April 21 1892

Dear George,

Your kind letter of the 19th is rec. With very many thanks for the accommodation I enclose new note with money order for interest. I don't know that I mentioned any particular time in my letter but have taken the liberty to make it say months. Will pay something on it sooner if possible. If this does not meet with your approval please let me know and I will arrange it differently.

Very truly yours,

Russell Kilbourn Jr.