

Coates House,

H. Coates, Proprietor.

Confidential

Fifth and Broadway

Kansas City, Mo. March 2^d 1886.

J. W. Matthews Esq. -

My dear Sir:

An engagement for two columns of matter per week which I have held for a year will end in a few weeks. I do not wish to renew it because of certain matters which it is not necessary to mention here. I have another of similar character which I shall continue. I have time for both and intend to make another engagement. As you know, I do not write for newspapers under my own name. I simply cannot afford to. My name has become a trademark that is worth \$10,000. on any book I may write, so that I cannot afford to lessen its value by frequent newspaper or magazine articles. So too, I cannot afford to write matter that may not be used in book form afterwards. This is one reason why I wish to discontinue my present engagement - the matter I furnish thus being of no further value to me. I do not know that you would care to entertain a proposition of the kind but I would like for several reasons to have an engagement with the press and I make you the following offer: -

- 1- To write weekly, for any edition you may choose to select, an average of two to two and a half columns of topical matter, in series of from 10 to 20 numbers, under such styles and upon such subjects as we may mutually select and agree upon and under such pseudonym as I may prefer to adopt.

- 2- The articles to be copyrighted in your name or another's and the copyright assigned to my order.

- 3- The secret of the pseudonym not to be disclosed without my consent.

- 4- The subjects to be political or socio-political - sometimes of a literary or critical character - as events may seem to dictate - to stand on their own bottom and to be subject to any sort of editorial flagellation you may choose to give them but not subject to change. I do not anticipate that there will ever be any need for difference. I have never known a case where there was but always guard myself in that manner.

- 5- For this ~~service~~ you to pay me \$35.00 per week. The engagement just closing is at \$50.00 per week but I count the advantage of the copyright at least equal to the difference. Payment to be made to my order and my name not to appear on your books.

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1888

Of course, I need not say anything about the character of the work. I expect to make it such as to get the better part of my pay out of the copyright in book form. While I write because I cannot help it, I publish purely as a business and I have found by experience these conditions to be most advisable for me, and I think they have always proved profitable to the journals employing them.

Should you be favorable to them may I ask you to telegraph me at Paola, Kansas, where I shall be on Saturday the 6th inst. — or rather telegraph me what you may decide. I wish to make my arrangements before I go over the mountains so that I can be putting my spare time into the work, and am short of time.

Yours very truly,

Urbain W. Bourgeois

P.S. —

If you do not entertain this proposition may I ask you to return this letter to me at Mayville?

W. J.