



# The Casmopolitan.

ROCHESTER, N.Y. BALTIMORE, MD.  
CHICAGO, ILL. TORONTO, CAN.  
NEW YORK CITY, BERLIN, GERMANY.

Schlicht & Field Co. \$2.50 PER YEAR.  
PUBLISHERS.

Rochester, N.Y. March 7, 1887

My dear sir:

Your favor of the 4th. inst. has just reached me. Please to accept my warmest thanks for the kindness and courtesy that you have shown in answering my letter so fully and satisfactorily.

Our experience in the matter of publishing a magazine in an inland town accords very fully with your own. Rochester, like Philadelphia, is not a distributing centre, nor is it the centre of anything else except business in central western New York. But in spite of this, we have been very successful in combating the idea that it is a local publication, and in getting general advertising. This latter fact you will find confirmed by examining the advertising pages of the copy of the Casmopolitan that I send to you with much pleasure. But I presume that with the same effort we might have obtained much more advertising had we been located in New York; in fact I knew that this would have been the case.

It was not, at first, our intention to publish a high *class* magazine. We had no idea of competing with The Harper or Century. We wished simply to publish a much better magazine, at



# The Cosmopolitan.

ROCHESTER, N.Y. BALTIMORE, MD.  
CHICAGO, ILL. TORONTO, CAN.  
NEW YORK CITY, BERLIN, GERMANY.

Schlicht & Field Co., \$2.50 PER YEAR.  
PUBLISHERS.

Rochester, N.Y. \_\_\_\_\_ 188

a low price, than the existing two dollar monthly publications.  
But we have greatly improved our magazine, and if we should go to  
New York ~~seventeen~~ <sup>monthly</sup>, I think that we should strive to make it  
a low priced, and in every way, first-class publication.

Again I thank you most cordially for your very kind and  
courteous reply and remain,

Most respectfully and truly yours,

Judge A. W. Tourgée,  
Mayville,

N. Y.

Frank P. Smith