

(Dictated.)

Mayville N.Y.

April 15th 1887.

M. L. McQuown Esq.

My dear Sir:

I have your letter of the 15th ins

My arrangement with Bureaus is from season to season only. I am really without any "entangling" alliances for next year, therefore, and at liberty to make new arrangements if I see fit. I have good cause for dissatisfaction with some of them and was was seriously meditating on doing my own work on my own way hereafter. With regard to this I have not quite determined.

One thing is certain--I must fix my own dates. I will not have anybody running me "from Dan to Beersheba" and back again, without regard to cost, convenience or hardly possibility.

Last year I adopted this plan: I allowed any one of three or four Bureaus to make engagements, putting them all on the same basis but requiring all of them to consult me before making dates. That is, they had to ask if I could take such a date at such a place. My clerk here having my whole time before him and knowing just where I would be at that time, answered. By this means I saved myself such trips as I have had of 1500 miles in a little over five days, with five lectures and only seven hours off the train except on a platform. I am human in body and especially human in temper and I lost religion enough to set several Bureaus up in business. Of course it is not quite so handy as to have a man always at command and you might not like such an arrangement. It is Hobson's choice, however? If I went with you I should give you exactly the same

rates as any other Bureau that I might work with and you could have the same show. That is, if you applied first for a date you would get it if my location at that time was such as to permit of my accepting it. I lecture, however, entirely for the money there is in it and will not pay \$50.--travelling expenses and 10% to agents for the sake of a \$75. lecture.

With this explanation, I might let you advertise my name and it is possible, and it is possible that I might give you Pennsylvania exclusively. You ought to work it well and I do not want an agent that will not do that.

I would like to know, however, before concluding any arrangement, one thing.

Whether your terms with all your patrons are substantially the same? That is, whether you have any special rate with other persons more favorable than those you would have with me?

A Bureau, like any other Commission Merchant has a right to charge what rates he chooses, but a man is a fool who puts his wares in the hands of one who is interested specially in selling goods of the same sort which he owns himself or has a greater interest in than his customers.

I am fond of a quarrel but I like to have it all over before we begin business; so I make it a practice always to have a full and frank understanding on all matters before concluding any arrangement.

Yours truly,