

April 29th 1887.

M. L. McQuown, Esq.
Clearfield Pa.

My dear Sir:

I have your letter of the 23rd. inc

I have decided to let you have the exclusive right to make lecture engagements for me in Pennsylvania for the coming year dating from the 1st of May.

I expect to fill about a 100 engagements during the winter. I shall probably be West during November and December. That is my usual practice, having my headquarters at Chicago. During that time I could not come to Pennsylvania an engagement at minimum rates. If parties want me then they must pay enough so that I can afford to come on and go back. I am willing to do the travel if I have vacant days in my western trip but will not do it for nothing. Such a trip will always consume an extra day--probably two--and involve doubling on my track. Now, I do not say I will not come under such conditions but I must have enough over my regular rate to make it not unprofitable. So that where you would place me for \$75. and locals, if I was in easy reach, you would under such circumstances add at least the cost of the trip to and from Chicago. Of course if I knew of such an engagement a good while beforehand, I might ~~arrange~~ ^{arrange} to break the trip and make it easier.

If you could manage it so as to let me know when you will be most likely to want me, I will arrange, as much as I can, my New York, New Jersey and Ohio engagements to dovetail in with yours.

I have no idea how much business you ought to do

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.Of course I would like you to do all you can. I am not pos-
sessed with any feeling of envy or jealousy of others--do not
want to do all the business myself nor care whether another
does more or less--but I do want to feel that I am not being
bartered nor hawked about at full-price or half-price, and my
time wasted with needless travel and delay. I have always
work enough on hand which profitably occupies my time and I
do not like to lose it on the road unnecessarily. Saturday and
Sunday I always take off--either at home or in some comfort-
able quarters where I can work if I choose or "loaf with my
soul" as Whitman says if I prefer. I should say with the exclu-
sive control of Penn. you ought to get me from twenty to twenty-
five engagements averaging about \$75. and locals.

My regular fee under ordinary conditions, is \$75. and lo-
cals and your engagements should average this amount. I have
rarely lectured in your territory for less than \$100.--probabl
not more three or four times. Having the exclusive right you
will not be forced to cut. At the same time to fill in an un-
occupied day or break a too long ride you can use your discre-
tion down to \$60.--and locals. Of course you will adjust your
rates to the various institutes and committees with a view to
these conditions. It might not be difficult to exercise such
discretion but the fact that it has been abused by others is
one reason why I now require rates and dates to be reported
here before becoming obligatory on me. And although reported, I
shall rely in the matter of rate entirely upon you except in
case it may require a long trip outside of your territory of
which you may be ignorant. I do not believe in employing an

agent and then fettering his action. Having given this discretion I shall expect you to use it and shall abide by the result during the season, unless I see that the exception is being made the rule. Then I shall simply refuse to make dates. This reservation you will see, is not intended as a check on your discretion but to insure its exercise.

There is one thing I would like you to remember: Do not haggle or juggle with my name. Having made up your mind what is a fair rate to offer me ~~xxx~~ any particular Institute or Committee, stand to it, unless they offer very good reasons for modifying the rate. There is nothing to my mind that cheapens a lecturer like chaffering over his fee. When an agent says: "I will take so much: what will you give?" he not only becomes jew himself but makes his client one. That I don't want. I would rather lose an engagement than have coming down like an auctioneer, "a half an' a half an' a half", till your customer thinks he has beaten you to the last notch. Let it be known if you choose, that I require you to stick. Of course, all applications coming to me from your territory, will be referred to you.

As to advertising, I shall get out something new about July. I don't know exactly what. I have a lithograph but doubt if I will furnish them. I hate to see myself pasted around in drug-stores and saloons with miscellaneous assortments of legs and leers. I never see it without thinking that some one would be doing a christian duty to take me in a back-yard and kick a little self-respect into me. As a rule, I feel like saying that if I am not well enough known in a community to draw a house

without being posted like a Hornady stallion, they ought not
to think of getting me. So you must not look for any amount of
to lying about others and don't intend to do much
gush from me. I am not giving to lying about myself--either in
my own name or yours.

I will send some old advertising matter on as soon as I
can find time to get it together.

Respectfully,

CHAUTAUQUA COUNTY NY HISTORICAL SOCIETY 2013