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FORDS, HOWARD, & HULBERT,
PUBLISHERS,
No. 30 Lafayette Place.

NEW YORK, Dec. 4, 1891.

Dear Mrs. Tourgee,

Your letter came duly.

With reference to the Mellin's Food Co., you give us the name of the firm, but not their City. We do not find them in the New York Directory and do not know where to look for them in order to make inquiries. We have asked the Christian Union people where they hail from; and as they are advertisers with that paper, perhaps we shall learn, and will then inquire concerning their standing from the proper parties. If you know, however, perhaps the shortest way would be for you to tell us what City they do business from. On general principles we should say that such large advertisers as they are, are likely to be financially good, -- certainly at the beginning of their enterprise.

With reference to the sales of "Eastman"; it is not easy to tell accurately, but "by and large" we have sold since July 1st in the neighborhood of 500, and may possibly sell another 50 before the end of the month. The royalty on these at 18 3/4 ¢ will be \$102.75, and this less a charge against you for books, &c, of \$6.71 would leave \$96.04. As you see, the whole thing is estimated; but evidently it will not be over \$100, although in that neighborhood.

Faithfully yours,

