

McGerald & Sons
Publishers and Printers . .
457-459 Washington Street
Buffalo New York

August 17th, 1894.

Hon. A. W. Tourgee,

Mayville, N. Y.

Dear Judge:--

Your letter of the 16th inst. is at hand. I have not the time and do not wish to take yours to argue this matter of corrections. In fact there is nothing to argue. The facts are simply these: We sent to you galley proofs of pages 20 to 40. You made corrections and indicated where you wanted the portraits of Edwards, Riker and Wilcox to go, and returned them to us. We at once made these corrections, put the portraits where you indicated, made up into pages and mailed to you. You sent back these page proofs with the portraits of Edwards, Riker and Wilcox arranged in different order from that on the proofs which you returned to us two days before and which we have as proof of this statement. It took a day and a half for our men to run these pages over and get the portraits in the position which you last designated, and this is what we protested to you about, but you ignore it entirely and write about Whetstone and Perkins' cuts. I said nothing to you about Whetstone's cut nor about Perkins except I said I enclosed a proof of the page--15-- which contained it.

If we keep on making these changes of type and portraits without any charge we will lose money hand over fist.

I saw the head man in the Matthews & Northrup Company this morning, to get proof if I could of your assertion in regsr to the five per

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cent business. They publish books for a half dozen of the largest Eastern houses, and they certainly ought to be good authority. They say there is no such rule and never has been. What basis could there be on which to figure out a percentage? It is ridiculous. If a man builds a house and makes changes after the work is started he has to pay extra for those changes.

One of two things must be done; Either we must have pay for all changes in copy after type is up, or else there must be no changes---- of course we would not stick for the matter of a punctuation mark, what we mean are changes that take time and necessitate running any matter over whatever----otherwise we cannot come out whole on the work.

Awaiting your reply, I am,

Yours very truly,

A. D. McKenna