

ESTABLISHED  
1868

# SCRANTON, WETMORE & COMPANY,

PUBLISHERS, BOOKSELLERS AND STATIONERS,

ADDRESS ALL CORRESPONDENCE  
TO THE FIRM.

ROCHESTER, N. Y.,

May 25, 1907.

Mrs. Emma K. Tourgee,  
Washington, D. C.

Dear Madam:-

Replying to your favor of the 13th, which we have had in hand some time debating on a course to advise you in regard to the publication of your husband's books, would state that we do not believe we could see our way clear to publish these, inasmuch as our publications are mostly text books or books of a technical order.

We do not believe that if the books were published in another expensive edition as originally, namely \$1.50, that they would have a very large sale. We do think however, that you could publish them in a popular edition to sell at 50¢ per copy, which would pay you a small royalty, and we think that of the two your revenue on a 50¢ book would be much greater than on a <sup>higher</sup> ~~larger~~ priced edition. We will give you the names of two publishing houses who publish a line at 50¢, and we think that either house would be able to give you the best results in regard to marketing, and they are reliable people to deal with. If you will write The A. L. Burt Co., 52 Duane St., New York City, or Grosset & Dunlap, at the same address, they will take up the matter with you further, and doubtless can make arrangements satisfactory to you. You can use our name if you care to in connection with this, and state that we believe that the books would have a splendid sale.

LANSING G. WETMORE.

ALBERT C. WALKER.

JOSHUA T. GORSLINE.

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We shall be very glad to order them in reasonable quantities. At your convenience, will you kindly advise us just when you can forward us one copy of "An Outing with the Queen of Hearts", two "Bricks Without Straw" and one "Fool's Errand". There we would like as soon as you can conveniently arrange to send them.

Very truly yours,

Scranton, Wetmore & Co.,

R/S.



CHAUTAUQUA COUNTY NY HISTORICAL SOCIETY