

Mayville, Chautauqua Co., N. Y. Feb. 27 th, 1908.

Thursday a.m.

Dear Mr Hulbert:

I have been thinking for a long time to write you to tell you about the new edition of "Button's Inn" we had some correspondence about last fall.

I think I wrote you that I got hold of the plates from the successors of Roberts Bros., -- Little, Brown & Co., for \$50. Matthews-Northrup of Buffalo, printed an edition of 5000 copies and bound 1000 for \$685.00, but we were so long getting hold of the plates that they were late in getting them ready for the Christmas trade, -- not until the 15th of December. We did no advertising except by notices in the county papers, but sold about three hundred copies and the whole 1000 bound ordered, which seemed to me doing pretty well as we were at no cash expense except 18 copies to editors of the county papers. Orders came from nearly all the western states from former Chautauquans or their descendents who had seen the notice in the county papers. These orders coming direct to us, we filled by mail for \$1.08, which gave us better profit than through the local dealers to whom I allowed 40% off. We think of doing a good deal of local advertising for the summer season, and have secured permission to put up a sign on the site of the old Inn by which the trolley to Wesfield runs; the daughter is going to paint some pictures of the old Inn for Chautauqua and some of the traction offices. We thought also of putting out some postal cards from a couple of photographs that we have of the Inn. I am telling you these things to ask your advice as to their advisability, and to inquire how we are to proceed to get the postal cards ready. We have already taken out a copyright. But I see on almost all the cards now-a-days "made in Germany." I think some one has told me that the American News Company has the monopoly of this trade. Could you tell me about it? And do you think it would be worth while to do any other general advertising or to send copies to other newspapers--editorial copies? So much for "Button's Inn".

Have you anything to send me for royalties on the Judge's books for the last year's sale? I am afraid not as your supply was so low at the last accounting.

We are thinking of melting up the plates of "Out of the Sunset Sea", as the daughter says when we put out an entire new edition of the Judge's books, she could never consent to use these plates as the page is so much larger than the other books, and the illustrations are no addition to it, rather a detriment, to her notion, and it seems quite useless to pay storage on these plates if we are never to use them. It costs me about \$40.00 a year for storage on all the plates, and if I can reduce this amount by destroying -- melting up -- those of "Out of the Sunset Sea" I think I ought to do it. What should I get for them?

The daughter had a pleasant visit with Mrs Palmer in Buffalo last fall, renewing their youthful acquaintance. I believe she thought she might come up here during the summer. We hope she will. The daughter

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met with an accident last November by falling on the pavement--slipping on some grape-skins-- and hurt her spine, of which she had an inherited weakness, and has been confined to the house all the time since until a couple of weeks ago. We had intended going to Nassau for the winter but this prevented so we have stayed quietly here. We have had a very pleasant winter as to weather and are entirely cozy and comfortable in our apartment in "The Thorheim." Bessie Warner came up from Washington before Christmas and stayed with us until a couple of weeks ago when she went to Erie to visit friends. She expects to spend the summer with us.

We were rather glad than otherwise that we did not go to Nassau, because of the monetary disturbances in this country. The interest on some of our investments have fallen from 6% to 5%, and even that more than a month delayed in payment; we have had checks protested from perfectly reliable persons by the closing of the bank on which they were drawn--made good however, so we lost nothing, but all of which would have been very annoying to say the least, if we had been abroad.

I am writing you quite a newsey letter, which I do not know as so busy a man will have time to read, so I will close with regards to all your family and to Mr Howard when you see him.

Sincerely yours,

E. F. J.