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N. B.—All engagements of talent are so conditioned that, if through sickness, accident, unavoidable or legitimate causes, the party or parties engaged fail to appear at the time and place specified, no charge shall be made for damages. In all such cases a later date will be given if desired.

Chicago, Mar. 3rd, 1888

Mrs. E. W. Tourgee,
Mayville, N.Y.,

Dear Madam, -

Your postal card received. I have closed an engagement yesterday by telegram at Oberlin College, Oberlin, O. at \$75, Mar. 15th. I was obliged to accept the engagement by wire without delay, or lose it, therefore your proposed engagement at Marion, Ia. would interfere with this. Had you not better postpone it until next season. I have not been able to do anything with Oscola. I have sent the list of dates to the Hotel to the Judge this morning, but he was not there, and I left the list in charge of the clerk. I have also closed the 8th of March at Aberdeen, Da. terms \$60.

As I stated in previous letters, I would like to take full charge of your husband's business for next season, and let him give us a chance to work his business the same as we do our other regular professional speakers, making an elastic price. In that way I could get a fine business, but it is worth 15% to do ~~xxx~~ this work, and do it thoroughly. Our Bureau expenses are from six to seven thousand dollars per year, and all our professional lecturers pay 15% on the gross fees of all engagements. I get out the circular at my own expense, and send them out. They are like sample enclosed. These circulars are also used for advertising purposes. To make a success of the work however, ~~it~~ it would be necessary for you to address the other Bureaus, and request them not to advertise the Judge's name on their list, because where they have the name advertised they can lock up a great many engagements which neither I, nor you can get hold of. They keep them, until ~~they~~ they get ready to substitute another person in his place.

I had a talk with the Judge when he was here, about his business, but we did not come to any final understanding. I would like to hear from you at your earliest convenience, when you have consulted with the Judge in regard to the matter.

The name of the party at Oberlin, O. is F. B. Carpenter.

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Yours truly,

H. L. Slayton