

(Dictated.)

Mayville N.Y.

March 24th 1888.

F.L. Clayton, Esq.

Dear Sir:

Yours of the 21st to the Judge rec'd. I think we will call the matter square about Oberlin. It was one of those misses which will sometimes happen even in the best regulated families. Despite what they said in the telegram which you enclosed, though the Judge got there in time on the 14th, they had put off the lecture until the 15th, and he had to wait 24 hours, for their convenience and get but the \$50. fee, though they had a crowded house. I told him I should have stuck for the \$75.

I enclose check for \$20., the overpayment at Baldwin. The Judge does not remember about it, but if the Com. say they paid him the one hundred dollars, they undoubtedly did. I send you also by same mail a copy of "Black Ice", the Judge's new book, just out which I hope you will enjoy reading.

Now about next year. The Judge has concluded that I may make arrangements with you to take his entire lecture business for the coming year. I am sorry he did not see you as he came through Chicago, but as he had only an hour or so between trains, it was not possible. If he had known of the 24 hours wait in Oberlin, he would not have been in such a hurry. We think the 10 percent commission pretty high but will compromise with you and call it 12½. This last trip disgusted the Judge very much about "the sliding price" matter. The Com!'s both at Rock Rapids and at Sioux Falls said they fully intended to take him at \$75. but saw indications, that if they held off long enough they could get him for less, so did so. At both places they cleared over

\$50. Summy cleared \$65. in the two lectures at Faulkton and Aberdeen. He wishes you therefore to always quote him at \$75. no more and no less, except in the case of small towns, where they say they cannot pay, \$75, put him at \$50. and half the profits, that is the \$50. guaranteed and half the profits besides. Do not quote him at \$100. at all, but put the fee always at \$75. and then stick to it, except in cases specified above. His experience has been that in the small places with the arrangement given, he would be very sure of the regular fee. Lectures paying better in small places than in large ones. He would not wish to have more than five lectures in a week.

I think under your exclusive management you should make about 125 engagements for him during the season. What think you?

I will notify the other agents as soon as we come to a decision, which should be soon, I suppose if you want to begin early. Let me hear from you therefore, as soon as convenient. The matter is entirely in my hand, the Judge being very busy with some literary matters.

Yours truly,