



-THE-

Nelson :- House.

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GEORGE E. VOYER, Proprietor



Ishpeming, Mich. Jan 13th 1889

My dear Sir:

Your letter in regard to the California business is eminently satisfactory. While I am willing and may almost be said to be desirous of making the trip under your management, the desire is not strong enough to induce me to receive acceptance of an unrestricted and indefinite proposition to do nothing for 15 per cent of the gross receipts, when it is put in contrast with a sharp, clear business-like proposal to furnish a fair net.

I understand very fully how completely one is under the control - I may say at the mercy of an agent in that region of immense distances and unlimited rates. Fares and commissions might easily consume receipts. Of course, your interest is to get the largest number of lecturers in the greatest number of places. My interest lies ^{not only} in the larger number of engagements but in the ratio of expenses and receipts in each.

Now, I have two distinct pro-



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forals, the one to give a sum certain for a specific number of nights; the other guaranteeing that travelling and commissions shall not exceed a certain limit. These are both tangible and distinct; yours is all uncertainty. Even in your dates here you compelled me to go 746 miles from Sault Ste Marie via St Paul to reach Duluth, my next point. Indeed, I am unable to get you to say anything except that if I will give you 15 percent you will make some engagements for me.

You do not say when your man will go, how much time he will give to the matter, what rates what distances &c. — None of these things which are essential to a fair understanding are given. Of course, it is your privilege to do just this sort of business but I am not compelled to accept such indefinite terms. I was already "tired" of your delay which seemed to me exasperating, but your letter is worse still.

Now, there is not time for any



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further discussion. I am willing to give you 15 percent on even more if you show it or make it to my interest - or Mrs. J.'s interest & to do as.

I will therefore make you two propositions. You can accept either or neither but whatever you do let it be by telegraph and without delay.

1- ~~You~~ You may have me forty to sixty nights, between April 15 and July, for a route coming from home to Seattle Wash. Ter. for \$60 a night clear of commissions and railroad fare.

2- You may have 15 percent, when the net above expenses and commissions is between \$50 and \$60 per night and 25 percent when it leaves a net of more than \$60, not less than four engagements a week. Fare to be one first class from last point. This proposal to include the time above named and also if you desire next Sept, Oct and Nov, on the return through the Northwest and excluding all other arrangements you to do all advertising.



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Now, it makes no difference which of these you take or whether you take either. The first is precisely what I am offered by another party. The second one is simply designed to make the advantage and disadvantage mutual, that is to make it for your interest to consider my interest. I am willing you should have 15 percent if you ^{make an} average to me of \$50 to \$60 net. If you make me dates as placed and rated as to make me \$50 or more net I am willing you should have 35 percent. But I am not willing to pay any body ^{a percentage} out of the gross amount and leave him to consume it all in ~~and~~ civil road fees. I have had enough of that.

If you prefer only to take the out-going trip and leave off the next Hall's business you can do so and I will average with another party for the next year's work.

Yours truly
W. W. Bowyer