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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.

NO CIRCULARS or LITHOGRAPHS furnished for talent except at cost price. No orders for circulars filled unless full instructions as to date, prices of admission, etc., are sent, and money should in all cases accompany order.

Chicago, Jan. 17th, 188

Dear Mrs. Tourgee,

We enclose a letter from Judge Tourgee making a few propositions to us for the Pacific Coast. As we understand the proposition, it is \$10 more per night than the one mentioned in your letter of Nov. 9th, in which you state that the Judge is offered \$2000 and expenses for 340 nights on the Pacific Coast. While we might be able to accept that proposition, still we would rather not take the responsibility in that way. Our partner Mr. Fuller, will canvass the entire Pacific coast in person, and we will secure for Judge Tourgee first class engagements, that would undoubtedly pay him as much, if not more than this amount, including a commission of 15% on the gross. Some of the other lecturers have been to California probably under the management of the same party that makes the Judge the offer you refer to, but they will not go with him again, but go with us, the same as they go with us through the whole season, paying a slight ~~ix~~ increase in commissions. We are very sorry that we can not have the Judge's time and name on this trip, as it will be somewhat embarrassing for us to have some one there, making dates and engagements in opposition to us, but we do not see how it can be avoided. We would like however to take his business commencing Oct. next, taking him through Eastward and continuing his business for another season the same as ~~ix~~ this year, if you are satisfied with the work we have done for him this season. We have done our best, and could have filled up his time pretty solid for each month, providing we could have made dates, to fill gaps as ~~ix~~ low as \$50 and \$60 per night. You will observe that our dates for Jan. average \$75 per night, and a trifle over. . . . You told us before the season opened that we could go down as low as \$50, but you wrote this season countermanding in a measure this order, so we could not accept any \$50 engagements. It is in our opinion a mistake, providing the Judge wanted to lecture every night. However, if he cared to lecture only a limited number of nights, then the plan we have adopted is perhaps the best. Our long experience in the case proves that it is policy to make ~~ix~~ the price elastic to fill the dates. Those lecturers who leave  
(over)

the matter to our own discretion come out at the end of the season with their pockets well lined with greenbacks.

Another point, the other Bureaus have offered talent this season from 15 to 25% less than they offered it last year, and we have had this decrease of prices to contend with.

We made some changes in Judge Tourgee's route for Jan., and have added one or two dates, that we have not sent to you, but we sent them direct to the Judge. We enclose herewith the additional Jan. dates, and also his Feb. dates as they now stand. The Judge wrote us recently expressing a desire to leave open all dates that are now open up to Feb. 7th. The balance of the time is nearly filled for Feb. Have closed Jan. 17th at Negaunee, Mich. Berlin, Wis. was changed to Jan. 19th. Janesville, Wis. has Jan. 21st, Belvidere, Ill. Jan. 22nd, Evanston, Ill. Jan. 24th, Bearver Falls, Pa. Jan. 29th

Yours truly,

*Slayton Lyman*

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JAN 25 1892

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