

Illustrated American Works:

—BY—

WILLIAM CULLEN BRYANT,
EDWARD EGGLESTON, D.D.,
PROF. JACOB HARRIS PATTON,
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JUDGE ALBION W. TOURGEE,
MAJ. GEO. F. WILLIAMS,
DR. JOHN LORD,
AND OTHER EMINENT AUTHORS.

FORDS, HOWARD, & HULBERT,
PUBLISHERS,

SUBSCRIPTION DEPARTMENT,

No. 30 LAFAYETTE PLACE (BELOW ASTOR LIBRARY),

New York, March 1st. 1889.

Dictated.

Mrs. Emma K. Tourgee.

Mayville. N. Y.

Dear Mrs. Tourgee:—

We have been looking over the special edition scheme, and submit the following a sort of programme:

- I. We will reprint "Lax" and "Mamelon" with "Zouri" added, in size uniform with the others.
- II. We will reprint "Pool" without the "Invisible Empire," making it as nearly as possible of equal size, [thickness.]
- III. We do not like the suggested title "Souvenir Edition", especially as it is to be not illustrated and does not present any of the peculiarly "festive" features with which that word is usually associated in book making. It seems to us that your point would be as well gained, and in a more dignified form, if it should be called the "Authors Edition", and in order to make it a specific thing, this title ("Authors Edition") could be printed on a leaf to face the title-page, with a blank line beneath it where the author could inscribe his autograph. This would take some trouble, of course, but as it is to be sold chiefly to those who would be under the influence of an appeal to personality, it seems to us that it would be peculiarly appropriate and more likely to be attractive.
- IV. The binding, as you suggest, could be in a plain dark cloth; but inasmuch as you are going to sell it at a lower price, by the set, and as it is to have a sort of personal flavor, would it not be well to follow the fashion for special sets and instead

of putting on the ordinary gilt lettering on the back, make a new title on a paper label. This, with smooth-cut top and rough cut edges would make a very "booky" looking set of books.

V. As to the paper editions, we might bind up some "not ~~Flowers~~" in style similar to "Pool" and "Bricks," and if you find that these go in your trade [we have never yet been able to make them go in ours] we can then enlarge the list and bind up others at your demand.

VI. In the matter of terms it seems to us that it would be better and simpler for all parties if we did not sell to you, but consign to you such books as you should order, up to, say, one hundred ^{dollars} net. Every such lot to be paid for before another is consigned; and, if not entirely sold within four months, those sold to be accounted for and the unsold copies returned. In this way you would not be in our debt except so far as you should sell the books.

VII. As to "Black Ice" in paper it would be simply impossible for us to let you have it at 25¢, because, with the copyright we have to pay, this is almost precisely what they would cost us; but we can supply them to you at a very low rate so that you might be able to sell them cheaper to parties who were purchasers of the set, and we would strongly advise against the paper style.

Please let us know how this scheme suits your ideas and if it is all right we will go at it without delay.

Faithfully,
Yours,

Jordan, Howard, & Bullen