

St. Helena, Cal. Aug. 29th 89.

Judge A. M. Tammé.
Manville, N.Y.

Dear Sir:

Can you inform me in regard to the best method to follow, in getting a novel, or a new author, before the public in good shape? The author unfortunately has very limited means, but of course has unlimited confidence in the ultimate success of her work. I write to you because I believe you are the most likely to be able to advise a proper course of any one of my acquaintance.

Having you will pardon the liberty I take in writing you thus, and that I may hear from you soon concerning the above.

I am, very Respectfully,
Leonard White

My dear fellow, if the work you speak of was your own, I would tell you to send it to me and I would cut it up for you until you would be away you had ever written it. This I would do both out of regard for you and from a consciousness that you would have the "sane" either to do it now until it represented your best work or drop it entirely if so advised by one in whose sincerity and ability to judge you had confidence.

But I have stubbornly refused to waste time and strength on the mess of any one in whom I have not a special interest.

- (1) Because it does not help any one to get a publisher, and
- (2) Because honest advice in such a case is very rarely pleasant and especially in case of a lady hardly ever of any advantage.

The best way to secure the publication of a story, therefore, is

- 1- Have the manuscript neatly transcribed by type-writer, after making all desired changes, on sheets the size of this page from top of a page. Prepare title-page, table of contents, and all complete as you wish it to appear, wrap carefully and put in a paper box or between pieces of heavy paper board.
- 2- Mail to any reputable publisher.
- 3- If accepted, he will make a proposition - probably to pay 10 per cent royalty after the first 1,000. If he does that, accept on condition that he pay you 15 percent on all over 5,000, and does not put out a paper edition under your name six months.
- 4- If he does not accept, send it to another and then to another as long as you can pay postage.
- 5- Don't get mad nor cry nor cry. Remember that it is not a dead end.

that note. The fact is the North is just waking
up to the fact that the conditions I have
depicted are true ones and the South, with
her usual perspicacity perceives it even

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thing that the manuscript is worth print-
ing and if it is a publisher may have his
hands full of just as good material on
he may not appreciate its value. In
either case, he is not at fault. The
chances are, not only that he is shrewd
and keen but that he has taken good
advice on the manuscript - if it
shows power or originality, that is, he
is looking out for money and money
comes from heavy sales and
heavy sales are not obtained
without merit. A publisher is not an
author's enemy and surely a fool. He
wants money and is always on the
look out for what will bring it. He
may be mistaken as to the merits of a
manuscript - but then so may the

My dear Nixon:

I have yours of the 24th inst.

As you desire, I will continue the By-
stander. Judging from the letters and
quotations which reach me, it would
be very poor policy to discontinue
it.

As you have no doubt seen the ad-
vantages of hitting steadily in the same
place we becoming apparent and the Em-
perors Queen has now a clearly defined
lead upon all this Southern matter which
is moving rapidly coming to a head
than any of us imagine - more rap-
idly at least than we can give good
formal reasons to apprehend. I can

author.

There is no need of introduction or recommendation and a new author has as good a chance without as with it. A publisher will of course accept a manuscript from an author of established reputation less with less hesitation, because the author's reputation will sell books enough to pay the venture as there is no risk, while of books by unknown authors not more than one in five pay the cost of publication - perhaps not one in ten.

Yours truly

almost terrified when I see how accurately my predictions and estimates are being confirmed.

The demand for work of this character has grown very rapidly and early. The New York Tribune which as you know has for five or six years been stubbornly insisting that everything of this sort must be put into the background and kept there offered me \$200. for two articles on the negro question and especially invited me to say what I chose as strongly as I saw fit. The Frank Leslie offered the same terms for one which I send tomorrow and one of the Boston papers has inquired for similar work. You may remember that about a year ago McClure tried to place four articles for me on this subject. I offered him the whole at \$200 and he could not make it "go" at