

J. B. Lippincott Company.
Publishers and Booksellers.

Philadelphia Oct 15th 1889

Hon A. W. Tourgis.

Dear Sir:

In reply to your favor of the 8th inst we beg to say that we are incorporated under the laws of Pennsylvania, our officers being a President, Vice Pres, Secy & Treas, with five Directors. We have been using the signature appended to the contract sent you by assent of our counsel, and have only had occasion once to vary from it, in an important contract with a foreign house, in which their laws as well as our own had to be considered. We have no objection, however,

to making any necessary description of our Company (which we must ask you to indicate) or to following strictly the legal requirements as to signatures.

We recognize with you that the life of a novel generally does not exceed five years, but yours are exceptional, and as we make the entire manufacturing investment and shall use our best efforts to promote the sale, we feel that while the demand continues the privilege of publishing ought to inhere in us. We trust that on further consideration you will consider this point.

We are willing to supply the books to Mrs. Tourgis at one half the retail price free of copyright. As the discount thus allowed her (40%) is the cash rate allowed large dealers, we presume

she would arrange to pay cash ~~at~~ at the expiration of each month. Of course she understands that we should not expect her to supply book-sellers.

A moment's thought will show you that we could not agree to divide the gross proceeds on the sale of plates to foreign publishers without being compelled to ask a price which would be prohibitive. Our custom in arrangements of this kind is to deduct the cost of duplicating the plates and similar expenses and divide the profits with the author. This we presume would be satisfactory to you.

We accept the title page as approved by you a few weeks ago.

Hoping for an early reply regarding the agreement we are

Yours truly
J. P. Lippincott & Co
J. N. R.