

J. B. Lippincott Company.  
Publishers and Booksellers.

Philadelphia Oct 23 1889

Hon A. W. Tourgis.

Dear Sir:

In reply to your favor of the 21<sup>st</sup> inst, permit us to say that nothing was further from our thoughts than the "modifying of existing agreements" as to "affect unfavorably" Mr. Tourgis's interest.

Our expectation is to publish the books in the form approved by you and pay Mrs. Tourgis a copyright of 10% of the retail price. These terms we embodied in our usual form of contract making our ordinary stipulations concerning foreign sales, which we supposed you might desire us to attend to.

As before stated, we are perfectly willing to follow your suggestions touching the description of our C. and signature, and will furnish Mrs. Tourgis such copies of the book as she may order at one half the retail price, free of copyright. Our provision that she shall not sell to book dealers is reasonable, as we are the natural source of supply for the trade and can only in this way insure a uniform system of discounts.

So far as the duration of the contract is concerned, after we have made the manufacturing expenditure and exerted ourselves to widen and sustain the demand, we should not be willing to have the work taken out of our hands at the end of so short a period as five years, and our stock

of the books and the plates rendered utterly worthless.  
As to the foreign sales, the story has already been  
placed on the English market in our Magazine  
and consequently there is no need of delaying  
publication here, and at any rate we certainly  
cannot sell duplicate plates in England on the  
terms you propose. The books are ~~now~~ al-  
most ready and announcements have been  
sent out to that effect, so that any delay  
now would likely interfere with the sales  
and prove disadvantageous to our mutual  
interests.

We really do not seem to be so far apart  
and if you will ease up a little from the deter-  
mined stand you appear to have taken, and look  
at the matter fairly, we think you will see  
we have conceded all the circumstances will allow.

If you would like to meet our rep-  
resentative in New York to talk the matter over,  
kindly wire us the day and hour and he  
will be at 25 Bond St.

Trusting to be favored with an early  
reply we are

Yours Truly  
J. B. Lippincott & Co.  
J. B. L.