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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.

New York, Jan. 7th, 1890.

Dear Mrs. Tourgee:

Your letter expressing disappointment at the small amount of business secured for the Judge received and carefully noted and in reply would say that I have always labored under the impression that if the Judge did not always have his time filled by lecturing he could employ his time with literary work.

I sent all the engagements many weeks ago, that I had made for the Judge. You know he cancelled me in Oct. when I did not know that he had given orders in Chicago not to interfere with Oct. work, but our other dates for the East are in March.

It is a fact that the business has fallen off but through no neglect on the part of the Bureau; I cannot find any reliable reason for the decrease in the lecture engagements; no application has been lost with

"Locals" means Hotel Bills for Lecturers and Readers. For Companies Hotel, Carriage and Baggage Transfer.

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The exception of one you gave us for Oct. 18" and the  
one cancelled for Oct. 24".  
More than half of the engagements the Judge has already  
the present season, were secured by personal letters and  
solicitations; but that is the case with nearly every  
lecturer.

The other Bureaus you refer to, excepting possibly  
the Redpath are doing less than they ever did and  
will continue to do less in the future; however  
unsatisfactory our work may be we did the best we  
could do, and I am confident better than all  
others combined could have done; for other things being  
equal two or three bureaus cannot do as much for a  
lecturer as one whose field of operations are national.  
I will be glad to receive from you any suggestions.

Yours sincerely,

W. L. Clayton.