

Standard American Works.

FORDS, HOWARD, & HULBERT,

William Cullen Bryant,
Harriet Beecher Stowe,
Judge Albion W. Tourgee,
Henry Ward Beecher,
Prof. Jacob Harris Patton,
Dr. John Lord,
Edwin Forbes.

No. 47 East 10th Street,

New York, July 23 1892

Dear Mrs. Tourgee:

Yours of the 12th
inst. is at hand.

I can best explain the
"2 1/2% copyright" by sending
you a copy of our letter
of April 21st. You were
on the Pacific Coast and
the letter was forwarded to you.
You replied by telegraph on
April 30th "Do as you think
best about paper copies."
We took this to be your ac-
ceptance of our proposition
to pay 5% copyright on the
paper edition, as "went ahead".

In the April 21st letter we said
that the cost of the books would pre-
vent us from sending them out "as

Sace". After that the American News Co. proposed to push the books, so we printed 18000 circulars (of the entire lot) and let them have a quantity of each book. Of "Eastman" we sent them 350 copies (and also sent 100 to the Union News Co). You have had no report yet, but "hope for the best." These were all billed at 50% discount, which rate we are obliged to give to jobbers also, and you can see that our profit is almost nothing. In fact, when advertising and circulars are considered, it is probably less than nothing.

The market is absolutely flooded with paper books, and dealers are sick of them. One of the largest jobbing houses in this city refused to buy a copy of any of our paper series, excepting as they received orders.

A man to whom we sell a good deal of damaged and slow selling stock told me that he bought 2500 good copies of a novel, paper binding, for \$25⁰⁰/₂₅.

Yours sincerely,
J. H. Bell