

Gentlemen: I cannot consider ~~at all~~ the
proposition you make for my work
~~which~~ Altogether outside of the idea
and the text, the work itself is well worth the
amount I asked for it and if it had not
been ^{with} held by you, could easily have been
disposed of at that rate for 1892 adver-
tizing. You can have the work on the
terms stated - that is \$400 for what you
have and \$700 for the ^{whole} twelve mentioned.
Though I do not care ~~and would~~ indeed
prefer to do the others; I would, indeed, pre-
fer not to, ^{having} ~~leave~~ other work which will
yield more ~~with less labor~~ for the time
required.

You do not seem to make any
account of the damage resulting ^{to me} from

your action.

You knew that I hesitated to send more than the first three to you from fear of delay and consequently assured me that there would be "no delay and the matter would be promptly decided".

You received the last work sent you on the — day of —. On the next day you received my letter of advice asking immediate action & as I wished to see the matter elsewhere, if not desired by you.

You knew that was the ^{season} time when advertising for the ensuing year was most usually decided ^{on} and that such work was likely to be worth a great deal more than ~~them~~ after the first day of January.

ensuring.

You did not acknowledge the receipt of the work. You did not acknowledge the letter of advice.

After a time I got an order to prepare a calendar. The time was too short to do new work. If I had had this in hand I could have made it ~~very~~ exactly the thing. Still

Still you said nothing. Thinking the matter might ^{possibly} have been lost by the Express Company, I started a "time". Just as soon as the agent of the Express Company came to in

give about it, you found time to
write.

This is not an artistic, sentimental view of
your conduct, but it is business, —
the view which would be taken if it
were brass or wood or iron, instead
of brain work.

I do not ~~say~~ ^{assert} that you intended
to defraud me by holding my work
until the preliminary brick demand for the
year was over; but you will permit
me to say ~~and I trust~~ in all sincerity,
that if such had been your intention
you would have done exactly ^{what} you
have done.

If you had acknowledged receipt
of the work when it came to your hands
you knew I could easily find a market

found it with some other advertiser
who was on the ~~and~~ look out for
something good for this year; so you did
not reply.

When you found I had traced it through
the Express Company, you knew it was too
late to do anything with it, ordinarily, in-
til next year. Then you wrote a very
nice letter.

I am not without experience with
the advertising purchaser and know that
one who is both a woman and an artist
is supposed to have but few rights and
to be ignorant of them. Perhaps you may
have thought it made little difference whether
any heed was given to ~~my wishes~~ or not,
but the wishes or rights of a lady who
used her art to enhance her resources,
and so, simply ~~unwisely~~ took the course you

in more disregard of my rights
did. The damage to me is just the
same as if you had deliberately planned
to defraud. If a man had sent you goods on

I had your
approval with price specified, and you had
held them two months on a falling mar-
ket you would not question this, because
it is both established law and every man's
materiality; but being a woman and an artist
you possibly think there is no such thing
as law or justice applying to your dealings
with me.

Now, I cannot admit that view
and would rather lose ~~the value of my~~
work and something more with it, than
be beaten down by such means. The price
I fixed was ~~rather~~ determined by taking the price
of such drawing in detail and affixing the same
age price received for ^{similar} work ^{of mine} in two peri-
ods, and from one of the largest advertisers.

and knocking off 20 per cent. I was
willing to take this only because I accounted
the money for a specific purpose. I have
had to earn it, otherwise I would not do
such care to work at that rate.

I do want fair treatment through
and hope when you see the justice of
my position, it will be accorded with-
out controversy.

Very respectfully

A. Tourgee

By the way, there is always some consolation for misfortune. Does it not delight you to see how the Poline boom collapsed when they heard from New York? Think of Poline running with New York out of the race? No wonder he had indigestion 'the next day.' Where would New York have the Convention with her electors chosen by the legislature? Lord, how it is ^{too} funny! That would be done however, but the districts will be fixed to order! You can bet your life on that — and the ballots enfolded to steal!