

My dear Nixon:

Your letter is a surprise.

You ask "What are the Egyptians?" There are none; there is no need for any.

These are the facts:

I started the U.C.R.A.

I asked if the I.O. could "see its advantage" in printing 50,000 pamphlets of 10,000 words for its use!

You answer by telegraph "Yes"; by letter

"Yes."

"Sickness delays preparation of manuscript, when it is sent, I say ~~is affected~~." Being after Jan 1st and 12,000 words instead of 10,000, I will not hold you to original agreement but ~~would~~ will propose 25,000, instead of 50,000. If you ~~can~~ do not feel like doing ~~that~~, this let me know what you can do."

I hear nothing and the 25,000 are printed. Now, you ~~intend~~ ^{seem to think} that we ~~are~~ ^{ought} to pay for them.

I raise no objection; I merely amit reader = stand how you come to entertain that idea. Such a notion never entered my head until the receipt of your letter.

I told you I intended ^{of the pamphlets} to sell part to raise money
to pay the postage on the rest. ^{that is to distribute them.} ~~So we have done~~
This was necessary as it would require \$175 - for postage, ^{which} ~~which~~
I can think of no explanation of your ^{to} ~~to~~ ^{let} ~~let~~ ^{alone} ~~alone~~ ^{the} ~~the ^{circulation} ~~circulation ^{of} ~~of ^{labor.} ~~labor.~~
I expect that you must have misunderstood~~~~~~

this or forgotten our former correspondence. Of
course, if we were sure of selling even half the number, ^{of} ~~of~~
~~would~~ ^{it} ~~it~~ ^{not} ~~not ^{mind} ~~mind~~ ^{the} ~~the ^{cost} ~~cost~~ ^{of} ~~of ^{printing;} ~~printing;~~ ^{but} ~~but ^I ~~I ^{never} ~~never ^{expected} ~~expected~~
to sell more than enough to keep the thing in operation ^{and} ~~and~~
pay for the ^{gentleman's} ~~gentleman's~~ ^{circulation.} ~~circulation.~~
The matter is this:~~~~~~~~~~~~

I start the Nat. Cent. R. A. making the I. O.
through the Bylander, its organ. It is approaching
a registered membership of 100,000. It has
evidently come to stay. All it does is of ^{material} ~~material~~
real advantage only to the I. O. Its canvassers
are canvassers for it — interested canvassers,
too.

It not only circulates your advertisements but
is based and centered on matter in your
columns. It goes where the I. O. is not taken.
Parties interested in it ~~take~~ ^{take} subscribe. It pays
its own postage; does its own work; asks
the paper to assume no responsibility. What
is such an agency worth to the paper?

1900
162.00

I only know what its effect has been by the letters we receive. I do know that hundreds of them are actively pushing it for the sake of the Association. I have no doubt that it has brought you ten weekly subscribers you would not have got if the Association had not been started for every dollar the pamphlet cost. I judge this from our letters which average about 600 a week on the matter. A great many speak of having just subscribed on account of the H. C. R. A. Of course, I cannot speak with absolute certainty; but I have no doubt that by comparing our rolls with your subscription lists these facts would be well established. In short, I doubt if any newspaper ever did \$1,000. of advertising that brought the actual net advantage you have received by through the organization of the National C. R. A.

It has been published in the By-stander and in more than 50,000. documents sent from here, that the publication was a gratuity and as it is labelled "Published by the Inter-Occur," the inference is pretty plain.

Yes if you say the Association must
should pay for the pamphlets - pay it is.
That is all there is of it. I will consume the
fund of the Association and make necessary some
explanation but that is very end of the matter.

Of course, you understand that what I
have said in the By-stander about the matter is
literally true. I receive nothing directly or in-
directly. It requires three clerks one of whom
is paid; the other two give their services. Only
printing, stationery and postage are expenses.
Every dollar has been by voluntary subscrip-
tion - no one having been asked for a cent,
except that I did ask you to print the pam-
phlets. It is spreading in every direction and
is a matter of intense interest to its read-
ers. I could not state the value of such "ad-
vertising" but I think anyone would say it
is worth much more than \$224.90

Of course, many of our members are
old subscribers. All of the first ones were.

But there are many instances in which there
was perhaps but one subscriber in the town who
got up a list of members and a number of
whom subscribed for the A. O. Very many of
them who write to us now are such as have
subscribed because of the Association. The
work has been so quiet that you have
probably hardly noticed it and very prob-
ably have attributed it to other causes.