

Illustrated Subscription Works:

—BY—
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AND OTHER EMINENT AUTHORS.

FORDS, HOWARD, & HULBERT,
PUBLISHERS,

SUBSCRIPTION DEPARTMENT,

NO. 47 EAST 10TH STREET (5 DOORS WEST OF BROADWAY),

New York, Feb. 6th. 1893.

Dictated.

Mrs. A. W. Tourgee,

Mayville, N. Y.

Dear Mrs. Tourgee:-

Your favor of the 3rd inst. is at hand.

Had you notified us before the end of the year that you wished us to discontinue the sale of "Eastman" in paper, we could have very much more readily arranged the matter. We agree with you that there is very little profit in it, but we dislike very much to break faith with people who depend upon us to supply them with the books; and it seems unwise and unfair to draw the line immediately. For instance, we received an order this morning, accompanied by the cash, for 25 copies from Yankton, South Dak. These books are for use in the Farmer's Alliance in that locality and the order may lead to further ones. You certainly would not expect us to return this money and tell the people that we cannot furnish the books. *They would not buy cloth copies shall*

It is our opinion that the people who buy "Eastman" in paper, - or certainly a large majority of them - would not buy it in any other form; so that we are really not losing sales in cloth by selling it in paper.

How would you like to compromise the matter by having us pay you

10¢ copyright - that is 5¢ per copy - on all sales from Jan. 1st, 1893?

We should prefer to do this rather than absolutely cut off the sale in paper. That would result in our having a ^{quite} ~~large~~ lot of books on hand which could not readily be bound in cloth, even if we needed cloth books, which we shall not for some time to come.

We enclose a letter just received from Dr. Brinton which explains itself. Now what shall we do about the matter? The statement which he sent calls for a balance due him of \$1038.85. We have not checked the figures, but presume the thing is substantially correct.

Very truly yours,

Fred. Howard Hulbert