



NEW YORK
44 & 45 BIBLE HOUSE
ST. PAUL
FIFTH & ST. PETER STREETS.

OUR OWN PUBLICATIONS SUPPLIED FROM EITHER STORE.

St. Paul, Feb. 25th, 1893.

A. W. Tourgee, Esq.,

Mayville, N. Y.

Dear Sir:-

Yours of the 23rd at hand and contents noted. We are willing to concede all the suggestions made with the exception of the 5 year clause. We are willing to make it on a ten year basis on the terms you suggest, but if you insist on the 5 year clause we certainly think that you should be willing to take the plates at a fair valuation, that is, at what they cost less a proper reduction for wear and tear in their use *in case you withdraw the book from us.* During the first five years you will get your liberal royalty, and if you desire to take the publication away from us, there is no reason why we should not have a fair remuneration for the then value of the plates. It would not be fair for us to be required at the end of five years to throw away the entire cost of the plates, and you take the privilege of publication in your own hands, after we had expended our money, time and effort *in making and* working up the sale for the book.

Of course the suggestion you make as to the fact that you have not withdrawn any book from any publisher the last 18 years, gives confidence that you would not be likely to do so in the future, and yet your daughter may think otherwise, or when married her husband may influence here adversely to us, and thus we would be compelled to lose the cost of producing the plates, under the contract as you drew it.

You will get this letter on Monday. Please telegraph us if you accept either of these propositions, and we will put the contract in proper form and forward it to our New York house, where you can close the matter up. We would be able to get it to them by Thursday. It would indeed be all for you to take the manuscript and all to New York when you go down, so that the matter may be put in hand at the earliest possible day.

It will be very important that your daughter should make the drawings in ink sketches, so *that* they may be reduced by photography, thus making the electrotype plates from the drawings themselves, rather than be obliged to go to the expense of having

them re-drawn. She will understand what we mean by this, and make them accordingly.

You know that it is important in drawing up these contracts, to have them in such shape that our heirs or assigns would have no difficulty in handling them, as we are continually admonished that we are likely to close our business engagements at any time.

Yours truly,

D.D.MERRILL CO.,

Per

D. D. Merrill