

FORDS, HOWARD, & HULBERT,  
PUBLISHERS,  
No. 47 East Tenth Street.

NEW YORK, April 8, 1893.

Mrs. A. W. Tourgee,

Dear Mrs. T.

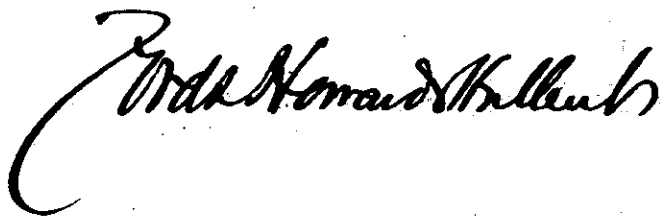
We have had a proposition this afternoon from a very rattling smart seller who places large editions of books (novels) with the dry-goods trade and jobbers, all over the country. He showed us a small 50¢ edition of "Uncle Tom's Cabin", bound in white back and red side, with gilt title, - a very pretty little book, which he says the Houghton's manufacture for about 12¢ and sell for 22 1-2¢; and they have sold many thousands. He proposes a similar edition of "A Fool's Errand". His talk is about 25000 copies; but we have no idea that the book will make any such show as that at the present time. Yet, even if we should sell a few thousands it might be worth trying. We could take the plates

of the old original edition and print upon somewhat smaller margin, so as to make a littler, handier book; and although we might not be able to manufacture it as cheaply as the Houghtons do their own book, yet there would be quite a respectable profit in it if we could roll up the numbers.

We should send this fellow out with some sort of a dummy to sell by, and not go into the enterprise unless we had a respectable number of orders.

As this is one of the "modifications" and "changes of price" which can be done only by mutual consent, on that book, we should like to get the Judge's idea about it.

Yours faithfully,

A handwritten signature in cursive script, appearing to read "John Howard Walker". The signature is written in dark ink and is positioned below the typed name.