

Mayville-on-Chautauqua, N. Y.  
July 6th 1893.

My dear Nixon:

A letter from Mr Ivin, received last night on my return from a short absence, certifies me that your proposed to reduce the Bystander check thirty-three and one-third percent has been carried into effect.

This of course, makes it necessary for me to look about for some means of securing an increased income. I had been in hope that when the INTER OCEAN ship came in, instead of a reduction some way would be found by which a permanent arrangement, satisfactory and profitable to both, might be concluded with it. You know my views upon the general subject of such work as mine. I think when it is scattered about both writer and publisher lose. I believe that I am worth more to THE INTER OCEAN than I could be to any one or two other journals and I think that value has been abundantly proved.

While the \$75.00 arrangement was not in terms permanent, you will recall that it was entered into in order to avoid the necessity of my part of accepting offers of a greater attractiveness and enable me to continue with THE INTER OCEAN. The letters I receive show conclusively, that the Bystander is not decreasing in attractiveness. Of this there are a dozen volumes of letters which bear ample testimony from all sorts and conditions of men.

During the last six months, I have declined to consider four propositions for similar work from other leading journals. Since your intimation a few months since a purpose to make a reduction, I have in natural self-defence been looking about to see what I could do. I have arrived at the conclusion that my reasonable regard for the pecuniary interest of my family demand the following.

1--An increase of the price of the Bystander, and a permanent

*Arrangement in regard to  
the same.*

2--A permanent arrangement for all my work, including serial<sup>2</sup> use of fiction and such extension of other work as may be agreed upon; or

3--In default of these, I must either (1) make arrangements to divide my work, or (2) seek an opportunity to transfer my work to some other field.

You understand of course, that neither of these alternatives are pleasing to me. I like THE INTER OCEAN, and appreciate the advantages of my unique position upon it. I am not sure that you as fully appreciate the advantages of the connection. You do not see as much of the testimony as I, but I am sure you will not ignore this fact: Upon the race question, the enforcement of law, national citizenship and their incidents, THE INTER OCEAN stands entirely alone as the representative of justice, full and impartial, for all in American journalism. The distinction is not only desirable, but it represents value of the most positive character. This distinction it has achieved without having to take any editorial position upon these questions, and I do not think it could have been secured in any manner but by publishing my views over my own name.

The same is true of other similar questions, --Anti-Trust, Transportation, Telegraphs, and the peril of over-accumulation are questions of growing importance, but not yet decided form. I may not know more about them than others, but I have given much persistent thought to their causes and consequences, and the best elements of those who feel the weight of untoward conditions have confidence in me, or perhaps I should say in my fairness and sincerity. I have perhaps, an unusual aptitude for making myself understood upon such questions.

In this respect I have acted as a pilot for THE INTER OCEAN

I go ahead and try the track. If I run into a landslide, no harm<sup>3</sup> is done. THE INTER OCEAN gets the benefit of my views when I am right and is not responsible for them when I am wrong. It has the advantage of taking a very high stand upon such questions without the disadvantage of having to stand by and defend them.

The value of such a fore-runner having an established name and repute and a general harmony with the stand tone and purpose of a great paper, and in which you have a general confidence rather than specific accord, you have already most abundantly proved. In my opinion its value in the near future, will be much greater than in the past. The "ticklish" questions of the immediate future, outside fixed political lines, are very many, and not a few of them of a character it will not do for a paper which must never make mistakes, to speak plainly in regard to, which it is not easy to straddle and ruinous to ignore.

Such influence is cumulative in value. I see evidences of this which perhaps you do not clearly appreciate. There is not any doubt in my mind that I hold and bring more to THE INTER OCEAN now than ever before.

Of course, the grip which I have on those interested in certain great underlying questions, my mastery of them and capacity for making them clear to the common mind, is my chief means of livelihood. In a sense it is my capital, or in a truer sense, my stock-in trade. It is what I have to sell which has an appreciable value. I cannot sell my opinions and write up to another's wish or demand; but what I think I am not afraid to express and can usually make clear. The fact that my thought is in no case factitious or governed by any condition, is well understood and gives it a peculiar value, especially in connection with a great journal which is necessarily imper-

sonal in other respects.

4

Had the Bystander remained at the former rate, I suppose I should have made no question about the matter, though I think it is well worth more than that sum to THE INTER OCEAN to have it known that it controls my pen. A cut like the present, however, naturally provokes the inquiry whether I can afford to continue to work without any fixed terms, subject to reduction or discontinuance at any time and without any prospect of sharing the success I help create. I take it neither you nor any one else would have any very good idea of my prudential quality, if I did not seek to make shift both as to income and permanency which might be to my pecuniary advantage. I did not deem it proper or just, however, that I should take any steps towards making another connection until THE INTER OCEAN had full knowledge of the considerations that impel me and opportunity given to decide whether they would like to make proposals on the matter. You know I would greatly prefer to continue with you if you think it profitable and desire that I should. That of course is wholly a matter for your decision. I think THE INTER OCEAN would make money to take me exclusively, but you may have an altogether different opinion.

I must ask you therefore, to let me hear from you at as early a day as possible, as the deficit of \$15.00 already made in the last five weeks, coming at a time when our expenses had been greatly increased by long illness and death in the family, makes it very necessary that something be done to cover it, and also that it does not continue.

Very sincerely,