



J. E. White,
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Kansas City, Mo., MARCH 6, 1884.

A. R. HENRY, ESQ.,
BATTLE CREEK, MICH.,
DEAR SIR:—

I HAVE RECEIVED A LETTER FROM MY BROTHER LATELY IN WHICH HE SAYS HE HAS PLACED SOME BUSINESS MATTERS IN YOUR HANDS IN REGARD TO KELLOGG'S CONTRACT ON PARSONS' HAND BOOK. I FIND MY BROTHER VERY MUCH OPPOSED TO MY ENTERING INTO ANY KIND OF PARTNERSHIP ARRANGEMENT WITH H. W. K. I MYSELF HAVE NEVER LIKED IT BUT IT HAS SEEMED AT TIMES THE ONLY COURSE TO PURSUE. FROM THE KINDLY FEELINGS ENTERTAINED BY ^{my} PEOPLE IN CALIFORNIA I SEE THEY PROPOSE TO UNDERTAKE TO HELP ME OUT WITH THE BOOK. NOW WHATEVER IS DONE I HOPE IT WILL BE IN SUCH A MANNER AS NOT TO CRIPPLE ME AT THE PRESENT TIME. YOU KNOW I AM ASSESSED VERY HEAVILY ON THIS EDITION OF THE BOOK, LEAVING ME ONLY ABOUT 34 CENTS ON THE CLOTH TO HANDLE. OUT OF THIS I MUST PAY ALL EXPENSES OF BOXING, SHIPPING, CLERK HIRE, AND RENTS AND LIVING EXPENSES. THIS I FIND IT VERY DIFFICULT TO DO AND STILL PAY SOME BILLS IN THE PAST WHICH IT SEEMS IMPOSSIBLE TO AVOID. THE GREAT ADVANTAGE IF MY CONCLUDING AN ARRANGEMENT WITH KELLOGG LIES IN THE FACT THAT 15 CENTS OF THIS ASSESSMENT ON THE BOOK WAS TO GO TO KELLOGG BUT HAS BEEN ALLOWED TO ACCUMULATE TO MY CREDIT ON THE ACCOUNT AT THE OFFICE, WHICH LEAVES MY STANDING THERE VERY GOOD, AND IF ANY ARRANGEMENT COULD BE MADE BY WHICH THAT AMOUNT COULD STILL REMAIN TO MY CREDIT, ABOUT 40 CENTS OF THE PRESENT ASSESSMENT COULD BE TAKEN OFF OF THE REST OF THIS EDITION OF THE BOOK. ACCORDING TO WILL'S PROPOSITION I UNDERSTAND HE PROPOSES TO SEND \$2500 TO PURCHASE BACK ONE HALF OF THE INTEREST WHICH KELLOGG NOW HOLDS IN THE BOOK WHICH IS A QUARTER INTEREST OF THE WHOLE BOOK. THEN HE PROPOSES TO SEND ANOTHER \$1000 AS AN ADVANCE TO THE REVIEW AND HERALD TOWARDS PUBLISHING THE NEXT EDITION.

NOW IN THE SETTLEMENT FINALLY I AM VERY ANXIOUS TO HAVE IT ARRANGED SO THAT THAT 15 CENTS THAT HAS BEEN ACCUMULATING MAY REMAIN TO MY CREDIT. IF KELLOGG GETS THE \$2500 DOWN FOR HIS QUARTER INTEREST HE CAN AFFORD TO ASSESS THE MONEY ~~HAS~~ HE HAS INVESTED IN PAPER, ETC. ON THIS PRESENT EDITION OF 5000 COPIES AND WAIT UNTIL IT IS SOLD FOR HIS PAY. OF COURSE HE CAN DRAW HIS MONEY ON THIS AS FAST AS IT COMES OUT OF THE BOOK. SHOULD THIS EDITION FAIL TO HOLD OUT 5000 THAT NEED MAKE NO DIFFERENCE FOR I SHALL SEE WHEN THE NEXT EDITION IS PRINTED THAT THERE ARE ENOUGH EXTRA PRINTED OF SIGNATURES THAT FALL SHORT TO MAKE UP THIS EDITION TO FULL 5000. NOW THEN IN REGARD TO THE SETTLEMENT WITH H. W. K. ON THE OTHER \$2500 WHICH HE WILL HOLD AFTER HIS QUARTER INTEREST IS BOUGHT

BY WILL. WHILE I WAS IN BATTLE CREEK HE MADE ME THE FOLLOWING PROPOSITION - TO COMMENCE AFTER THIS EDITION WAS SOLD AND ASSESS 25 CENTS A COPY, 20 CENTS OF WHICH WAS TO GO TOWARDS PAYING THE PRINCIPAL AND THE 5 CENTS WAS TO BE HIS PROFIT FOR THE INVESTMENT OF \$2500, BUT IN THE PROPOSITION HE MAKES TO WILL, I UNDERSTAND HE ONLY PROPOSES TO LET 15 CENTS OF THIS GO TOWARDS PAYING THE ORIGINAL AND 10 CENTS TO REMAIN AS HIS PROFIT. LET US LOOK AT THE SITUATION JUST A MOMENT - A YEAR AGO THE 9TH OF ~~THAT MONTH~~ NEXT MONTH KELLOGG PUT \$2500 IN THE BUSINESS, AND ON THE 9TH OF NEXT MONTH HE GETS HIS MONEY BACK. THERE IS YET \$2500 TO COME TO HIM AS HIS PROFITS ON AN INVESTMENT OF A LIKE SUM OF MONEY. NOW I WILL LEAVE IT WITH ANY DISINTERESTED PERSON THAT IF HE GETS HIS PRINCIPAL BACK IN ONE YEAR AND FROM THAT TIME COMMENCES TO DRAW HIS PROFIT AT THE RATE OF 25 CENTS A COPY IF THAT IS NOT A FAIR ENOUGH PROPOSITION. OUR GOOD BROTHER, W.C. SISLEY WAS VERY MUCH INTERESTED LAST FALL IN PREVENTING J.W. LUCAS FROM INVESTING IN MY BUSINESS, WHICH HAD I RECEIVED IT, WOULD HAVE RELIEVED ME FROM MUCH OF MY PRESENT EMBARRASSMENT. THIS WAS ALL DONE OUT OF A BROTHERLY INTEREST IN THE FINANCIAL AFFAIRS OF J.W. LUCAS. WILL HE NOW TAKE A SIMILAR INTEREST IN MY AFFAIRS AND ENDEAVOR TO ASSIST IN PREVENTING ME FROM SUSTAINING A LOSS? YOU NEED NOT MENTION IT TO SISLEY IF YOU DO NOT THINK BEST, BUT AS HE IS A MEMBER OF THE BOARD AND HAS BEEN VERY OFFICIOUS IN SOME OF MY BUSINESS MATTERS I DID NOT KNOW BUT WHAT HE MIGHT HAVE A CHANCE HERE TO INTEREST HIMSELF ON MY SIDE OF THE QUESTION TO SOME PROFIT.

IF MY PROPOSITION OF ALLOWING KELLOGG TO WAIT A LITTLE WHILE FOR HIS INTEREST MONEY ON THE INVESTMENT IS NOT FAIR AND CANNOT BE MADE TO WORK, IT WOULD SEEM TO ME THAT AN ORDINARY INTEREST OF 8 OR 10 PER CENT ON THE \$2500 STILL REMAINING WOULD BE ALL HE OUGHT TO ASK IN ANY CHRISTIAN REASON. A DOUBLING OF HIS MONEY OUGHT TO SATISFY HIM EVEN IF HE HAS TO WAIT A LITTLE WHILE FOR THE INTEREST HALF OF IT. BUT IF NONE OF THESE WILL WORK I AM NOT WILLING TO PAY MORE THAN 5 CENTS A COPY BLOOD MONEY ON THIS REMAINING \$2500.

NOW BROTHER HENRY, I FIND MYSELF SITUATED LIKE THIS - ALL MY PLANS OF A FINANCIAL ARRANGEMENT WITH H.W.K. ARE FRUSTRATED, IN FACT ARE IMPRACTICABLE UNDER THE CIRCUMSTANCES. THERE IS QUITE AN AMOUNT OF WORK TO BE DONE TO GET THE RIGHT KIND OF A SETTLEMENT WITH KELLOGG, AND IN THIS SETTLEMENT THERE ARE TWO THINGS I FEEL MUST BE GUARDED AGAINST. FIRST, A SETTLEMENT WHICH SHALL BE SO STRINGENT AT THE PRESENT TIME THAT THE ASSESSMENT ON THE BOOK WILL BE SO HEAVY AS TO CHOKE ME OFF PARTLY AT PRESENT, AND SECONDLY TO ARRANGE THEM ON SUCH A BASIS THAT THERE IS NO DAYLIGHT AHEAD IN THE FUTURE. I HAVE MATTERS TO MEET IN THE NEAR FUTURE WHICH MUST NOT AND CANNOT BE AVOIDED, AND THIS IS WHY I AM SO DESIROUS TO HAVE A LARGER PROFIT ON THE BALANCE OF THE PRESENT EDITION OF THE BOOK, WERE IT POSSIBLE FOR ME TO COME TO BATTLE CREEK I THINK THESE MATTERS COULD BE TALKED OVER AND EASILY ARRANGED, BUT THIS SEEMS ALMOST IMPOSSIBLE AT PRESENT, FOR WORK IS CROWDING ME DAY AND NIGHT. LIVING IN THE SAME BUILDING AND ON THE SAME FLOOR WITH MY BUSINESS, I AM ABLE TO PUT IN LONG HOURS, SELDOM QUITTING WORK BEFORE 11 OR 12 O'CLOCK AT NIGHT. TO LEAVE ALL THIS SEEMS ALMOST SUICIDAL, BUT AFTER PROPOSITIONS HAVE

BEEN RECEIVED FROM CALIFORNIA SO YOU CAN KNOW JUST HOW TO ACT IN REGARD TO THEM, IF MATTERS THEN ASSUME SUCH A SHAPE THAT YOU THINK IT NECESSARY FOR ME TO COME, EITHER WRITE OR TELEGRAPH ME AND I WILL START WITHIN 24 HOURS NOTICE. ALLOW ME TO SAY FURTHER, IF YOU WILL TAKE AN INTEREST IN THIS BUSINESS AT THE REQUEST OF MY BROTHER, MOTHER AND MYSELF AND WORK THE MATTER OUT AS IF IT WERE A PERSONAL BUSINESS, WE SHALL CONSIDER IT A PERSONAL FAVOR WHICH I SHALL BE VERY GLAD TO RECIPROCATE SUBSTANTIALLY WHEN AN OPPORTUNITY PRESENTS ITSELF. IT IS A DELICATE MATTER, AND THIS I UNDERSTAND FULLY, AND ONE WHICH IS NECESSARILY SURROUNDED BY A GOOD MANY DIFFICULTIES. I HAVE A BAD NAME AMONG YOU OF BEING HARD TO PLEASE BUT ALLOW ME TO ASSURE YOU THAT THIS HAS BEEN ACQUIRED NOT WITHOUT GOOD GROUNDS IN MANY INSTANCES, AND ANY OFFICES YOU MAY PERFORM FOR ME IN REGARD TO THIS MATTER YOU MAY BE ASSURED WILL BE RECEIVED IN A BECOMING SPIRIT ON MY PART..

IF YOU WISH ANY INFORMATION IN REGARD TO THE BUSINESS, MY CLERK AT BATTLE CREEK, MR. E. S. WALKER, CAN UNDOUBTEDLY GIVE IT TO YOU, HOPING TO HEAR FROM YOU BEFORE LONG, I REMAIN,

YOURS TRULY,

J. E. White

Dear Brother:- This letter is a copy of one I sent to A. R. Henry this evening. I think he will have the wisdom to use it judiciously. It opens up the real situation as well as I could to write to you especially. I really hope an amicable settlement may be soon arranged. The uncertainty is very disagreeable.

Will, I thank you for your kind offices in this matter and hope soon be able to so substantial tokens of my appreciations. J. E. W.