

J. E. White,

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DICTATED.

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W. C. WHITE, ESQ.,

OAKLAND, CALIFORNIA,

DEAR BROTHER:-

I RECEIVED A LETTER FROM BATTLE CREEK THIS MORNING WHICH OPENS UP MATTERS WITH KELLOGG IN A VERY FAVORABLE LIGHT. HE WILL PUT HIMSELF UNDER CONTRACT TO FURNISH ALL THE BOOKS I WANT AND PAY CASH FOR PRODUCING THE SAME, AND GIVE ME BENEFIT OF ALL DISCOUNTS ON PURCHASE OF PAPER AND ON PRESS WORK AND BINDING. THIS WILL NECESSITATE THE INVESTMENT OF \$3,000 MORE BY HIM, MAKING \$2,000 IN ALL. ON THIS HE IS TO RECEIVE 25 CENTS FROM A GROSS PROFIT OF \$1.00 PER COPY. HE WILL BE PUT UNDER SOME FORFEITURE ARRANGEMENT IF HE FAILS TO KEEP ME SUPPLIED WITH WHATEVER MATERIAL I NEED IN THE LINE OF BOOKS, PROSPECTUSES, ETC. FURTHER THAN THIS HE HAS AGREED TO EXTEND THE TIME AT WHICH THIS IS TO BE BOUGHT BACK TO TWO YEARS, ALLOWING ME TO PAY UP ON THE PRINCIPAL MONTHLY OR QUARTERLY AS I PREFER, WHICH OF COURSE PROPORTIONATELY DEDUCTS FROM THE 25 CENTS HE IS TO RECEIVE.

WILL, I CANDIDLY SAY I CONSIDER THIS A FAIR AND EQUITABLE ARRANGEMENT OF THE BUSINESS. YOU MAY BE SURE I SHALL NOT ENTER INTO THE ARRANGEMENT WITHOUT HAVING THE WRITINGS PERFECTLY SAFE AND PUTTING HIM WHERE HE CANNOT GET THE BULGE ON ME THIS TIME, AND I AM NOT AFRAID BUT WHAT HE WILL SEE THAT WRITINGS ARE ALL SOLID AS FAR AS HE IS CONCERNED. MY GREAT DESIRE TO CLOSE IN THIS WAY IS TO PREVENT YOU OR MOTHER FROM BECOMING EMBARRASSED IN THE LEAST DEGREE TO HELP ME THROUGH, FOR WHILE I WILL NOT HAVE QUITE AS MUCH PROFIT IF I MAKE THIS ARRANGEMENT WITH KELLOGG, IT WILL EASE MY FINANCIAL CONDITION RIGHT FROM THE START. I FEAR YOU DO NOT REALIZE HOW MUCH MONEY IT WILL TAKE TO PUT ME ON A GOOD FOOTING.

THE BOOK CANNOT BE PRINTED WITH AN INVESTMENT OF LESS THAN \$3,000. IN ADDITION TO THIS KELLOGG WILL HAVE TO BE SETTLED WITH, AND OF COURSE I DO NOT KNOW ON WHAT GROUNDS THAT CAN BE DONE. IT WILL PROBABLY TAKE \$3000 MORE TO DO THAT. THEN WHEN IT COMES TO THE MATTER OF THE PAYMENT OF THIS MONEY, YOU PEOPLE WOULD PROBABLY WANT IT ABOUT AS FAST AS IT COULD BE EARNED IN THE BUSINESS OUTSIDE OF RUNNING EXPENSES. THIS I AM NOT WILLING TO DO, FOR I HAVE OUTSIDE OBLIGATIONS WHICH MUST BE MET AT ALL HAZARDS. I CANNOT CONSENT TO BE CONTINUALLY UNDER THE HARBOR IN REGARD TO SOME OF THESE ACCOUNTS AS I HAVE BEEN IN THE PAST. IF I PAID UP THE PRINCIPAL AT THE RATE OF 30 CENTS PER COPY COMMENCING AFTER THIS EDITION IS CLOSED OUT IT WOULD BE ALL I COULD EXPECT TO DO FOR

AT LEAST SIX OR EIGHT MONTHS, AND EVEN THEN LEAVE ME IN VERY CRAMPED CIRCUMSTANCES DURING THE TIME OF SELLING THIS EDITION OF THE BOOK. IF I ARRANGE WITH KELLOGG AS I PROPOSE IT WOULD AT ONCE GIVE ME 40 CENTS A COPY MORE TO HANDLE THAN AT PRESENT, AND TO COME RIGHT DOWN TO THE REAL BUSINESS OF THE MATTER THE \$8,000 WHICH KELLOGG PROPOSES TO INVEST IN THE THING OR HAS INVESTED THERE, IS REALLY WORTH FULLY HALF INTEREST IN THE RECEIPTS, WHICH WOULD AMOUNT AFTER TAKING OUT ALL EXPENSES, TO ABOUT 38 CENTS A COPY, WHILE HE IS TO DRAW ONLY 25 CENTS ACCORDING TO THE PLAN.

FURTHER THAN THIS, MOTHER HAS EXPRESSED HERSELF ON A NUMBER OF OCCASIONS AS DISSATISFIED WITH THE WAY IN WHICH THE \$8,000 WAS USED BY ME FROM THE ESTATE. IF THIS BE THE CASE IT HARDLY SEEMS TO ME IN KEEPING TO PUT FIVE OR SIX THOUSAND DOLLARS MORE RIGHT INTO THE SAME UNSATISFACTORY BUSINESS. I FEAR IT WILL RESULT IN DISSATISFACTION AND UNPLEASANTNESS, WHICH I WISH OF ALL THINGS TO AVOID. AGAIN I FEAR IT WILL THROW CARE AND WORRY ON MOTHER, WHICH I CANNOT CONSENT TO UNDER ANY CIRCUMSTANCES. AND TO TALK THE MATTER PLAINLY, I WOULD FEEL MUCH EASIER IN MIND MYSELF AND WOULD BE MUCH BETTER SATISFIED TO CLOSE UP THE MATTER WITH KELLOGG AND LET HIM TAKE HIS RISKS. OF COURSE IF I HAVE MY HEALTH AND NO CALAMITY OF A SERIOUS NATURE STRIKES OUR NATION, PROSPECTS ARE GOOD FOR ME TO PULL OUT OF ALL FINANCIAL DIFFICULTIES BEFORE A GREAT WHILE AND TO MAKE A GOOD SUCCESS OF THE BOOK, BUT OF COURSE NONE OF THESE THINGS ARE CERTAIN, AND I SHOULD FEEL VERY BAD TO HAVE ANY FAILURE IN THE MATTER WHERE MOTHER WOULD BE LIABLE TO LOSS.

KELLOGG IS WILLING TO TAKE THE BUSINESS RESPONSIBILITY WITH A PROPORTIONATE PROFIT. IF THE BUSINESS PROVE SUCCESSFUL - I MUST SAY I AM VERY SOLICITOUS THAT THIS ARRANGEMENT SHOULD BE CARRIED OUT. HE IS NOT WILLING TO DO SO, HOWEVER, UNLESS YOU AND MOTHER ARE SATISFIED IN REGARD TO THE MATTER. IF THERE IS ANYTHING THAT EMMA AND I LONG FOR MORE THAN ANOTHER, IT IS TO GET CLEAR FROM THE EMBARRASSMENT WHICH HAS SURROUNDED US FOR NOW NEARLY TWO YEARS. TO OBTAIN THE MONEY FROM MOTHER OR HAVE HER OBTAIN IT FOR US WOULD ONLY BE A SHIFTING OF RESPONSIBILITY. IF KELLOGG TAKES THE MATTER I SHALL FEEL DIFFERENT IN REGARD TO IT, AS IT WOULD BE ON THE BASIS OF A BUSINESS TRANSACTION IN WHICH HE TOOK HIS OWN RISKS WITH HIS EYES OPEN. IF HE LOSE HE ONLY HAS HIMSELF TO THANK FOR IT. IF THE BUSINESS DOES WELL IT WILL PAY HIM AND ME TOO, AND I CAN COMMENCE PAYING HIM HIS PRINCIPAL SOON. IF IT DOES REMARKABLY WELL, WHICH WE HOPE FOR, I CAN PAY HIM UP SO MUCH SOONER. THE FACT IS THE MORE I THINK OF THIS PLAN THE MORE ANXIOUS I BECOME THAT IT SHALL BE CARRIED OUT AND I REALLY HOPE THAT NEITHER YOU NOR MOTHER WILL THROW ANY OBSTACLES IN THE WAY.

I SHALL HAVE AN 8TH INTEREST OF THE BOOK AT MY DISPOSAL IN ALL PROBABILITY OTHER THAN WHAT IS GIVEN AS SECURITY TO OTHERS. PERHAPS YOU CAN ARRANGE TO GET ME \$1,000 ON THAT IN ADDITION TO WHAT KELLOGG DOES, AND WITH THIS \$1,000 I CAN RID MYSELF OF EVERY EMBARRASSMENT. I AM PAYING FULLY TEN PER CENT ON THAT AMOUNT OF MONEY TO PEOPLE WHO ARE IMPORTANT FOR THE PRINCIPAL, SO YOU SEE I WOULD BE PERFECTLY WILLING TO PAY

TEN PER CENT FOR THE USE OF THE \$1,000 AND IT WOULD COST ME NO MORE THAN I AM NOW PAYING. WITH ALL THIS ACCOMPLISHED, BROTHER MINE, I WOULD BE VIRTUALLY A FREE MAN AND COULD GO ANYWHERE ON THIS EARTH'S SURFACE WITHOUT FEELING THERE WAS SOMEBODY I OUGHT TO PAY MONEY TO. THE PROPOSITION FROM MOTHER AS IT NOW STANDS WOULD STILL LEAVE ME EMBARRASSED FOR MONTHS, AND I REALLY FEEL AS IF I HAD PASSED ALL THAT KIND OF THINK I COULD STAND.

I TELL YOU WILL, \$8,000 IS A GOOD DEAL TO PUT INTO A THING LIKE THIS, AND IF H.W.K. IS WILLING TO DO IT I SAW LET HIM DO IT. I HAVE GOT MY EYES OPEN AND SHALL HAVE THE CONTRACT DRAWN SAFELY AND FIX IT SO THERE CAN BE NO KICKING IN THE FUTURE.

WELL, I GUESS I HAVE SAID ENOUGH ON THIS SUBJECT. I SEND MOTHER A COPY OF THIS LETTER AND I WISH BOTH OF YOU TO CONSIDER IT CAREFULLY, AND I REALLY BELIEVE YOU WILL COME TO THE SAME CONCLUSIONS I HAVE IN THE MATTER. I MUST HAVE RELIEF AND I BELIEVE THIS IS ALL THAT WILL BRING IT.

HOPING TO HEAR FROM YOU AT ONCE, I REMAIN,

YOUR BROTHER,

J. E. White

P.S.-

THE \$140 ABOUT WHICH I WROTE YOU, WAS TO PAY PIANO MEN, AS I STATED IN MY LETTER YESTERDAY. I HAVE JUST RECEIVED A LINE FROM THEM STATING THAT I CAN HAVE A FEW DAYS MORE IN WHICH TO RAISE THE FUNDS. I HAD WRITTEN THEM FEARING THERE MIGHT BE SOME DRAWBACK IN GETTING THE MONEY. I WOULD NOT HAVE A FAILURE IN MEETING THIS BILL IN WITHIN SAY TWO WEEKS, FOR TWICE THE AMOUNT.

I AM WILLING TO ENTER INTO A PARTNERSHIP BUSINESS WITH YOU IN THE MUSIC BOOK LINE, AND AM WILLING TO DISPOSE OF A HALF INTEREST OF ALL ALL THE SONGS I CONTROL AND OWN WHICH HAVE APPEARED IN THE THREE SONG BOOKS I HAVE PREVIOUSLY MENTIONED. THEN I AM READY TO UNDERTAKE IN CONNECTION WITH YOU A NEW SONG BOOK, TO BE ISSUED AT SUCH TIME AS YOU MAY THINK BEST. I HOPE YOU CAN SEE IT TO YOUR INTEREST TO TAKE HOLD OF THIS MATTER AT ONCE, AS MY OBLIGATIONS IN THIS AFFAIR ARE SOMETHING SPECIAL.

As soon as I come into possession of the 8th interest I shall at once make it over to you or mother. Boost on this note, Will, if in the line of the possibles.