



J. E. White,

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CORNER WEST SIXTH AND MAY STREETS,

OFFICE OF PUBLICATION, BATTLE CREEK, MICH.



DICTATED.

Kansas City, Mo., FEB. 14, 1884.

MR. W. C. WHITE,
OAKLAND, CAL.,

DEAR BROTHER :- YOUR FAVOR OF THE 5TH INST. RECD. THANKS FOR THE SENTIMENT WHICH IT CONTAINS. I WILL KEEP ENTIRELY QUIET IN REGARD TO KELLOGG'S MATTER UNTIL I SEE JUST WHAT CAN BE DONE. WE HAVE HAD EXTRAORDINARY WEATHER HERE THROUGH JAN., AND SO FAR THROUGH FEB. IT HAS ALMOST CUT OFF THE RECEIPTS FOR THE BUSINESS. THE WHOLE COUNTRY SEEMS PARALYZED WITH THE COLD. SUCH A WINTER HAS NOT BEEN KNOWN IN KANSAS OR MISSOURI. I HAVE A VERY LARGE FORCE WHICH WILL BE IN THE FIELD AS SOON AS THE WEATHER WILL PERMIT. AS IT IS I HAVE BARELY RECEIVED ENOUGH PROFITS FROM THE BUSINESS TO KEEP ME ALIVE. THERE ARE SOME GOOD AGENTS AT WORK BUT MOST OF THEIR ORDERS ARE PUT OFF UNTIL MARCH OR APRIL. I HAVE NOT A WORD OF DISCOURAGEMENT TO OFFER, BUT I CALCULATED ON GOOD SHIPMENTS THE LAST OF JAN. AND IN FEB. TO MEET A COUPLE OF NOTES AMOUNTING TO \$280 FALLING DUE MARCH 30 AND APRIL 30, THEY ARE OF SUCH A NATURE THAT I WOULD NOT MISS PAYING ON THEM FOR TWICE THEIR FACE. NOW I HAVE THIS TO SAY: IF YOU ARE NOT READY TO UNDERTAKE MY LAST PROPOSITION IN REGARD TO A SONG BOOK, I WILL MAKE ANOTHER ONE. I WILL SELL YOU THE COPY RIGHTS OF ALL MY MUSIC IN "SONG ANCHOR," "TEMPERANCE SONGS," AND "BETTER THAN PEARLS," FOR ENOUGH TO PAY THE FACE OF THESE TWO NOTES, PROVIDED YOU WILL SEND A DRAFT FOR \$140 BY RETURN MAIL, AND PRODUCE THE OTHER \$140 IN TIME TO MEET THE NOTE THE

FIRST OF APRIL, WITH THESE TWO MATTERS MET I CAN PULL THROUGH EASILY UNTIL SPRING COMES AND AS SOON AS IT OPENS FOR ME BOOK, ^{will boom,} I HOPE THE BUSINESS CAN BE MANAGED FINALLY SO THAT MOTHER WILL NOT HAVE TO BE MIXED UP IN IT AT ALL. I WOULD MUCH RATHER CARRY IT ALL MYSELF EVEN AT A LOSS THAN TO HAVE MOTHER TROUBLED AND WORRIED IN THE MATTER.

WE ARE DOING EVERY THING IN OUR POWER HERE TO ENCOURAGE AGENTS AND TO KEEP THEM IN THE FIELD NOTWITHSTANDING THE BAD WEATHER, WITH SOME OF THEM WE SUCCEED, BUT SOME OF THEM CANNOT BE DRIVEN TO WORK IN SUCH WEATHER AS WE ARE HAVING, AND THERE IS NO USE TO TRY. THE THERMOMETER HAS STOOD AS LOW AS 24 DEGREES BELOW ZERO, WHILE IN MICH. THE LOWEST THAT HAS BEEN REACHED WAS 20 BELOW. THERE SEEMS TO BE A CHANGE IN THE WEATHER THIS MORNING, THE WIND IS IN THE SOUTH, AND PROSPECTS ARE THAT AGENTS CAN GO INTO THE FIELD AGAIN.

I WISH YOU ^{would} CANDIDLY TELL ME WHAT YOU THINK OF CAL., NEV., WASH., TER., AND OREG. AS BOOK STATES; DO YOU THINK A DETERMINED EFFORT THERE WOULD RESULT IN ANY THING; I HAVE OF COURSE BEEN DISAPPOINTED THAT NOTHING HAS BEEN DONE THERE WITH THE BOOK, BUT I CANNOT BLAME ANY ONE AS I KNOW SOMETHING OF THE SITUATION AND HOW BUSY YOU HAVE ALL BEEN. WE ARE NOW IN SHAPE TO CIRCULATE THAT COUNTRY PRETTY THOROUGHLY IF IT WOULD DO ANY GOOD, REFERING ORDERS AND BUSINESS TO "PACIFIC PRESS" IF THERE WOULD BE ANY ONE THERE TO ATTEND TO IT. HAVE YOU ANY SUGGESTIONS TO OFFER IN REGARD TO THIS; BUT I WILL NOT WORRY YOU WITH SUCH LONG LETTERS THIS TIME AS I HAVE BEEN GIVING YOU IN THE PAST. I WILL ASK, HOWEVER, THAT YOU ANSWER ME BY RETURN MAIL IN REGARD TO COPY RIGHT IF SONGS. I WILL SAY THIS THAT I WILL DO WHAT I CAN TOWARDS GETTING UP A NEW SONG BOOK FOR YOU AND SHOULD BE GLAD IF YOU WOULD ACCEPT MY WHOLE PROPOSITION AS MADE IN THE LETTER SENT THE FIRST OF THIS WEEK. AWAITING YOUR EARLY REPLY, I REMAIN,

Y. White.

Send report from Dak. just recd. 19 Feb. 8. cold in fresh 2 1/2 days.

I HAVE BEEN THINKING ABOUT OUR CORRESPONDENCE IN REGARD TO A SONG BOOK. I AGREE WITH YOU THAT IT WILL BE SOMETIME YET BEFORE A NEW SONG BOOK SHALL COME OUT. BUT IT TAKES TIME TO GET ONE IN SHAPE, WE SHOULD NOT EXPECT TO HAVE ONE OUT READY FOR THE TRADE BEFORE NEW-YEARS 1885 BUT THE TIME BETWEEN NOW AND THEN IS ALL SHORT ENOUGH IN WHICH TO BRING IT OUT. I HAVE BEEN THINKING SINCE YOUR LETTER CAME IN REGARD TO YOUR MENTION OF THE COPY-RIGHTS OF MUSIC IN "TEMPERANCE BOOK," "SONG ANCHOR," AND "BETTER THAN PEARLS." I HAVE BEEN VERY CAREFULL IN REGARD TO THESE BOOKS AND HAVE NOT SOLD A COPY-RIGHT OF A SINGLE PIECE OF MUSIC. HENCE I FIND MYSELF OWNING ABOUT 150 PIECES, WHICH COST ME ALL THE WAY FROM \$5 TO \$25 EACH. NOW, WILL, I HAVE A PROPOSITION TO MAKE IN REGARD TO THESE. I WILL SELL YOU THE COPY-RIGHTS TO EVERY THING I OWN IN THESE THREE BOOKS FOR \$750 AND IN ADDITION WILL DO THE WORK OF ~~COMPILING~~ ^{compiling} AND PREPARING A NEW SONG BOOK OF 160 PAGES, PROMISING YOU THAT I WILL BE CONCIENTIOUS IN MY WORK, AND BE AS CAREFULL AS IF I WAS GETTING UP THE BOOK FOR MYSELF. MY BOOKS IN THE PAST HAVE BEEN UNIFORMALY SUCCESSFUL; AND I THINK I CAN MAKE THE COMING ONE EVEN MORE SO, AS MY KNOWLEGE GAINED IN THE PAST WILL OF USE TO ME IN THE FUTURE; I CANNOT PROMISE ^{the} A COPY ^{for the book} COMPLETE BEFORE THE FIRST OF NEX^T DECEMBER, AND I PRESUME THAT IS AS SOON AS YOU WILL BE READY FOR IT. I HAVE ALREADY AN INGRAVED TITLE PAGE OF THE BOOK ALL PAID FOR, AND COPY-RIGHTED ^{IN} DUE FORM.

IN PAYMENT OF THIS \$750 YOU CAN CREDIT ME WITH \$50 FOR MOTHER, AND \$50 FOR YOURSELF, ADD TO THIS THE \$5 YOU GAVE ME AT CRETE TO PAY FOR PICTURE FRAMES, AND THE \$2.50 YOU GAVE CHESTER TO PAY ^{freight on} ~~OVER~~ IN GOODS TO ME, AND IF THERE ARE ANY OTHER MATTERS THAT I HAVE FORGOTTEN YOU CAN ADD THEM. THIS WILL LEAVE SOMETHING OVER ~~\$5.000~~ ^{\$600} TO COME TO ME. I HAVE SOME NOTES FALLING DUE THE LAST OF THIS MONTH, WHICH MUST BE MET AT ALL

HAZARDS, AND IT IS FOR THE PURPOSE OF MEETING THESE THAT I MAKE YOU THE OFFRE THAT I DO. I REALY HOPE YOU CAN SEE YOUR WAY CLEAR TO ACCEPT MY OFFER, AND THAT YOU CAN REMIT TO ME AT ONCE, OR PART OF IT AT LEAST SO THAT I CAN BE PREPAREING TO MEET THESE NOTES. I WILL SEND THE BILL OF SALE OF COPY RIGHTS IN DUE FORM, WITH CONTRACT AGREEING TO GET OUT BOOK AS PROPOSED. AS TO WHAT I OWE IN BATTLE CREEK, I HAVE PAID PUTMAN ALL BUT ABOUT \$40, AND HAVE PAID SOME TO AUNT MARY, SO THAT I HAVE NO OLD LADIES OR OLD GENTLEMEN TO ATTEND TO BUT WHAT I CAN ATTEND TO MYSELF.

IT IS OTHER MATTER WHICH I REGARD AS VERY IMPORTANT WHICH I WISH TO MEET WITH THE MONEY COMING FROM THE SALE OF MY MUSIC. AS FOR BOCK, WATTLES, WOOD, AND SUCH MEN I AM NOT WORRYING ABOUT THEM, I SHALL PAY THEM AS SOON AS I CAN. BUT THERE ARE OTHER MATTERS THAT MUST BE ATTENDED TO OR RAISE A SMUDGE. IT IS THESE THAT I DESIRE TO SEE TO WITH THE PROCEEDS OF THE SALE OF MY MUSIC.

IN REGARD TO THE STANDING OF MY AFFAIRS AT THE OFFICE, A STATEMENT JUST RECD. SHOWS THAT IT IS MUCH BETTE^R THAN I WROTE YOU IN MY LAST LETTER. IT SHOWS A CREDIT ON THE OFFICE BOOKS OF \$641, AFTER THOSE WHO OWE HAVE PAID UP. THE WORST ONES THAT OWED ME HAVE ALL PAID UP WITH THE EXCEPTION OF TWO SMALL ACCOUNTS AND THESE ARE WELL SECURED, SO YOU SEE I STAND WELL ON REVIEW & HERALDS BOOKS. IF I MAKE THE CONTEMPLATED CONTRACT WITH KELLOGG, THE \$208 WHICH YOU GUARANTEED WILL BE ALL PAID, AND IF I DO NOT ARRANGE THE MATTER WITH HIM, I WILL PAY IT OUT OF THE MONEY COMING FROM YOU OUT OF THE MUSIC BUSINESS; PROVIDING YOU WERE TO TAKE IT. I WROTE YOU SOMETIME AGO THAT I WAS ATTENDING TO ALL THE CORRESPONDENCE AND THE REST OF THE WORKALONE. THIS DID VERY WELL WHILE I WAS GETTING MY BUSINESS STARTED, BUT WHEN THE LETTERS BEGAN TO ROLL

IN I COULD DO SO NO LONGER. IT IS NOW MORE THAN TWO OF US CAN DO TO GET THROUGH WITH THE WORK; AND ONE THING I WILL NOT NEGLECT AND THAT IS THE CORRESPONDENCE.

I HAVE NO AGENTS ON SALARY, AND ALL THE CLERKS I HAVE IS WALKER, IN MICH. AND ONE MAN HERE. MY EXPENSE I AM MAKING AS LIGHT AS POSSIBLE AND STILL ATTEND TO THE BUSINESS AS IT SHOULD BE. BUT THE BUSINESS IS EXTENDING RAPIDLY AND IN ALL MOST IN EVERY DIRECTION. IT SEEMS TO ME THAT NOTHING BUT A NATIONAL BUST UP CAN SPOIL THE PROSPECTS. WILL YOU GIVE THIS MATTER YOUR EARLIEST ATTENTION. I AM VERY ANXIOUS TO HAVE THE ARRANGEMENT HERE MENTIONED, IN REGARD TO KELLOGG, CARRIED OUT.

AWAITING YOUR REPLY, I REMAIN,

YOUR BROTHER,

J. E. White
for J.

P.S. I have about made up my mind that I shall not trouble you or mother about my business with Kellogg at all. That is, in a financial way. I can fix things up with him pretty well, and not put you people to any trouble of raising funds, except in regard to my book as mentioned here. This I hope you will accept. Do what you can to get Kellogg to be reasonable, and I will accept the best I can get. J.E.W.