

White, Edson

Parsons' Hand-Book of Forms.

Guide to Penmanship and Letter Writing.

Breakfast, Dinner, and Supper.

J. E. WHITE,

SUBSCRIPTION BOOK PUBLISHER

12th and Tracy, KANSAS CITY, MO.
Box 2597, BATTLE CREEK, MICH.

Battle Creek, Mich., 12-14, '84.

W. C. WHITE,
OAKLAND, CAL. PAC. PRESS.

DEAR BROTHER !--I SUPPOSE YOU WILL BE THERE BY THE TIME THIS LETTER WILL REACH YOU. THERE ARE SOME THINGS TO WHICH I WISH TO CALL YOUR ATTENTION, AND SO WILL IMPROVE THIS OPPORTUNITY. IN THE FIRST PLACE, HOW DO YOU LIKE THE WRITING OF THIS MACHINE? I DO NOT KNOW WHAT TO DO IN REGARD TO IT. I SHOULD NOT WANT TO USE SUCH A RAMSHACKLE OF A CONCERN, AND I DO NOT THINK YOU DO. BESIDES IT COST NEARLY AS MUCH AS A FIRST CLASS NEW ONE. HE PAID \$50 FOR IT WHEN HE COULD GET A NEW ONE FOR \$32.50. I WOULD NOT GIVE AS MUCH FOR THIS ONE AS I GAVE FOR THE ONE THAT I HAD IN KAS. CY., AND FOR THAT I PAID \$30. I CANNOT IMAGINE HOW THE TYPE IN THIS MACHINE HAVE GOT ALL BATTERED UP AS THEY HAVE. I DID NOT THINK YEARS OF USE WOULD DO IT. THE TYPE IS ALL THAT IS THE MATTER WITH THE MACHINE. THE ACTION SEEMS TO BE O.K. I CAN JUST MAKE IT SPIN. I SHALL GET ME ONE LIKE IT AS SOON AS I CAN FOR I CAN WRITE A QUARTER FASTER ON IT THAN I CAN ON THE OTHER. NOW I WANT YOU TO TELL ME WHAT TO DO WITH THIS MACHINE. I WILL NOT SEND IT ON TO YOU TILL I HAVE YOUR ORDER TO DO SO. I WILL KEEP IT HERE, AND USE IT TILL YOU TELL ME WHAT TO DO WITH IT. I AM SATISFIED IN REGARD TO ONE THING, AND THAT IS, YOU DO NOT WANT ANY OTHER STYLE OF A MACHINE FOR YOUR OWN USE. IT IS A LITTLE DAISY TO RUN, AND YOU CANNOT HELP LIKING THE ACTION OF IT. I SUPPOSE ABOUT \$10 WILL PUT IN A NEW SET OF LETTERS, AND THEN IT WILL BE A GOOD MACHINE. NOW AS TO THE OTHER MACHINE THAT HASKELL GOT FOR YOU, IT IS IN VERY GOOD SHAPE, AND I SHOULD NOT HESITATE TO TAKE IT. BUT WHEN BRO. DANIELS CAME HERE HE SAID HE WAS GOING TO CAL. THE FIRST OF JANUARY, AND SO WE THOUGHT THAT HE COULD GET IT THERE AS SOON AS IT WILL BE POSSIBLE TO GET THE MACHINE THERE BY FREIGHT. HE TOOK IT HOME TO BE LEARNING ON, AND WILL BRING IT WITH HIM WHEN HE COMES. THIS THING I WILL DO WITH JUST AS YOU SAY. NOW IN REGARD TO OUR BUSINESS. THE STATEMENT THAT I GAVE YOU BROUGHT THE ACCOUNT UP TO \$760. I SEND YOU A NEW ONE IN WHICH SOME OTHER MATTERS ARE ADDED THAT DID NOT ENTER MY MIND AT THE TIME. LOOK IT OVER AND SEE IF EVERYTHING IS ALL RIGHT. I WANT TO GET IT CORRECT AS SOON AS I CAN, AND THEN ENTER THE BUSINESS ON THE BOOKS. NOW I HAVE THIS TO ASK. IF YOU HAVETO PAY CORLISS AS YOU SPOKE OF, IT WILL TAKE ABOUT ALL OF WHAT REMAINS. IF HE WILL DO AS WE TALKED THEN ALL I HAVE TO ASK IS THAT I GET ENOUGH OUT OF WHAT IS LEFT MY DUE TO GET ME A NO. 2 CALIGRAPH. THIS WILL COST ME ABOUT \$55 IF I GET IT THROUGH HASKELL, AND IF I GET IT THROUGH PARSONS IT WILL COME ME ABOUT \$60. I MUST HAVE ONE OF THE MACHINES THAT I SPEAK OF, FOR IT WILL SAVE ME TIME ENOUGH TO PAY FOR ITSELF IN A SHORT TIME. THEN I MUST HAVE THE OLD ONE FOR CURTISS TO USE. I CANNOT HAVE MY CORRESPONDENCE GO OUT IN HIS HANDWRITING.

WELL, I GUESS THAT I HAVE PRETTY WELL DELIVERED MYSELF, AND SO WILL QUIT. EMMA IS DOING WELL, AND WE THINK SHE WILL COME ALONG ALL RIGHT NOW.

YOU AND MOTHER WERE WE TALKED THIS MATTER UP SOMEWHAT, AND TOLD ME TO DO THE BEST I COULD, AND WHEN THE TIME CAME TO LET YOU KNOW, AND MOTHER COULD BORROW THE MONEY AND GIVE ME TIME TO PAY HER UP. NOW I FIND ON CAREFUL COMPUTATION THAT IF I SHOULD GIVE THE FULL SHARE OF THE PROFITS WHICH THE BUSINESS WILL EARN, AND PAY THE OTHER ASSESSMENTS WHICH I CANNOT AVOID COMING ON THE BOOK, IT WILL TAKE SO MUCH OF THE PROFITS THAT IT WILL TAKE ME A LONG TIME TO GET PAID UP SO AS TO BE ABLE TO BE OF ANY USE IN THE WORK. IT WILL PROBABLY TAKE \$3500 TO PAY KELLOGG ON THE 9TH OF NEXT APRIL. NOW IF MOTHER WILL CONSENT TO STEP INTO THE GAP AT THAT TIME AND GET THE MONEY TO FIX THIS MATTER SO THAT I SHALL BE SAFE, I WILL MAKE OVER A HALF INTEREST IN THE BOOK TO HER AS SECURITY, AND WILL THEN ARRANGE THE MATTER SO THAT SHE SHALL BE ALL PAID UP ON THE SALE OF 10,000 OR 12,000 BOOKS. SAY WE WILL ASSESS 30 CTS. ON EACH COPY SOLD. THIS WILL PAY BACK THE PRINCIPLE IN THE SALE OF 11666 BOOKS. OR BETTER, IF THE ASSESSMENT WAS PUT AT 25 CTS. THE PRINCIPLE WOULD BE RETURNED IN THE SALE OF 14,000 BOOKS. IN EITHER CASE WE COULD THEN FIGURE THE INTEREST ON THE MONEY WHILE I HAD IT, AND THEN KEEP UP THE ASSESSMENT UNTIL THAT WAS PAID. IT LOOKS TO ME TO BE A PERFECTLY SAFE TRANSACTION, AND I KNOW IT IS JUST WHAT I NEED JUST AT THIS TIME, OR WILL NEED WHEN THE 9TH OF NEXT APRIL COMES AROUND.

I AM CONFIDENT FROM THE PRESENT PROSPECTS THAT I CAN SETTLE UP THE WHOLE MATTER INSIDE OF TEN OR TWELVE MOS., AND I HOPE IN MUCH LESS TIME. WHY IT IS TRULY WONDERFULL HOW MY BOOK GOES IN SOME LOCALITIES. KELLOGG IN VERMONT, [CHARLIE,] IS DOING A WONDERFUL BUSINESS. HIS LAST REPORT WAS 65 BOOKS IN ONE WEEK OF 4 DAYS WORK. HE PUT IN 26 BOOKS ONE DAY IN 6 HOUSES. BUT MORE THAN THAT THE RANK AND FILE OF MY

OLD AGENTS ARE FLOCKING BACK TO THEIR OLD FIELDS OF WORK, AND ARE PROMISING GOOD WORK THE COMING YEAR. THIS IS TRUE OF PAINE OF DETROIT, THOMPSON OF BOSTON, HARE OF FLORIDA, WHITING AND MC. GRAY OF IOWA, BELDEN OF COLORADO, AND A HOST OF SMALLER FRY IN MANY OTHER PLACES. NOW, I HAVE ALLOWED MYSELF TO BE DECEIVED IN REGARD TO THE WORK IN THE PAST, BUT I AM IN THE FIELD NOW, AND CAN JUDGE BETTER. I AM NOT EXCITED BY HOOT OWLS. WHEN THE BOOK FIRST STARTED WE SOLD 5000 THE FIRST TWO MOS. I REALLY THINK FROM PRESENT INDICATIONS THAT WE SHALL GET BACK TO THAT THIS SEASON TO DRAW THE MATTER MILDLY. NOW, WILL, H.W.K. MUST NOT BE ALLOWED TO GET HIS HOOKS ON THE BOOK. IF HE DOES I AM GONE, FOR I CANNOT WORK WITH SUCH A MAN AS HE HAS SHOWN HIMSELF TO BE. I COMMENCE THIS EARLY, FOR I DO NOT WANT THERE TO BE ANY FAILURE IN FIXING THE MATTER AS IT SHOULD BE. IT TAKES A GOOD WHILE TO GET YOU TO GIVE ME ANY KIND OF AN ANSWER, BUT I SUPPOSE YOU HAVE BEEN VERY BUSY.

WILL, I COULD NOT HOLD UP MY HEAD ANYWHERE IF I FAILED TO COME OUT IN GOOD SHAPE WITH THIS BOOK. I HAVE STAKED EVERYTHING ON IT, AND I MUST SUCCEED WITHOUT BEING OBLIGED TO GIVE UP THE RESULTS OF TWO YEARS OF WORK, OR HALF OF IT, EVEN ON SUCH A CLAIM AS KELLOGG'S. AND I HAVE FAITH TO BELIEVE THAT YOU AND MOTHER WILL DO JUST AS YOU TALKED WHILE HERE, AND HELP ME KEEP IT WITHOUT MY BEING OBLIGED TO TWIST AND TURN UNTIL I AM ALMOST INSIDE OUT. THINK IT OVER AND TALK IT WITH MOTHER AND LET ME KNOW YOUR DECISION. I AM DOING ALL IN MY POWER TO PUSH THE WORK TO ITS UTMOST LIMIT. I AM OBLIGED TO KEEP A STENOGRAPHER IN ORDER TO CARRY ON MY CORRESPONDENCE. IT IS NO UNUSUAL THING TO WRITE 30 OR 40 PAGES A DAY ON OUR TYPE-WRITER. AND IT TELLS. HOPING TO HEAR FROM YOU SOON, I REMAIN, YOUR BROTHER, J. E. WHITE.