



"MORNING STAR"

SOUTHERN MISSIONARY STEAMER.

SEP 16 1895



VICKSBURG, MISS., JULY 23, 1895.

DEAR BROTHER,--

IN YOUR LAST LETTER YOU ASKED ME THE QUESTION AS TO HOW IT IS THAT THE PRIMER HAS PASSED OUT OF OUR HANDS. I WILL REPLY THAT IT WAS THROUGH THOSE WHO HAD CONTROL OF THE BUSINESS OF THE R&H PUBLISHING HOUSE. WE HAD A CONTRACT WITH R&H TO HANDLE THE BOOK, ALLOWING US A CERTAIN ROYALTY ON IT. THE ROYALTY WAS 2 CTS. ON THE BOARD AND 6 CTS. ON THE CLOTH.

FROM THE VERY FIRST J. N. NELSON WAS VIOLENTLY OPPOSED TO THE TRANSACTION, AND USED HIS INFLUENCE IN EVERY WAY POSSIBLE TO DEFEAT THE SALE OF THE BOOK. BUT IT WAS IMPOSSIBLE FOR HIM TO DO THIS, FOR THE BOOK HAD A START, AND IT WAS IN THE NICK OF TIME, AS BRO. TAIT SAID, I WOULD RATHER OWN THE PRIMER FOR THE MONEY THERE IS IN IT THAN ANY OTHER BOOK THE DENOMINATION HAS.

WELL, TO MEET THIS BOOK THEY BROUGHT OUT "Glorious Appearings," AND IN ORDER TO MAKE UP FOR WHAT THE BOOK LACKED IN POPULARITY, THEY CUT THE PRICE OF THE CLOTH 10 CTS. A COPY, AND THEN GAVE DISCOUNTS SUCH AS COULD NOT BE GIVEN ON THE PRIMER. THEY GAVE ON THE 50% TO THE COMMON CANVASSERS. AND REMEMBER, THIS WAS DONE AT THE TIME WHEN THEY WERE THE PUBLISHERS FOR OUR BOOK, AND HELD THE MONOPOLY ON IT SO WE COULD NOT PLACE IT INTO OTHER HANDS, BUT EVEN THIS DID NOT KILL THE BOOK.

WELL, ALONG LAST FEBRUARY WE MADE UP OUR MINDS THAT THE PRIMER SHOULD BE REVISED, AND SOME ADDITIONS MADE TO IT IN THE LINE OF PRESENT TRUTH, AS SOME HAD TRIED TO KICK ON THAT ACCOUNT. SO WE WROTE UP A LOT OF NEW ARTICLES AND BRO. PALMER LEFT HERE LAST FEBRUARY AND WENT UP TO BATTLE CREEK, AND REVISED THE BOOK. THIS COST US OVER \$125.00. NOTHING WAS SAID TO BRO. PALMER OF ANY DIFFICULTY OR CHANGE OF PLAN TILL THE REVISIONS WERE ALL MADE, AND THEN BRO. HENRY COOLLY INFORMED HIM THAT THEY HAD DECIDED NOT TO PUBLISH THE BOOK ANY MORE. AND THIS WHILE WE HAD A WRITTEN CONTRACT WITH THEM TO DO SO, AND AT THE TIME THE BOOK WAS SELLING FROM 10,000 TO 15,000 A MONTH.

A WORD WAS DROPPED THAT LED BRO. PALMER TO SEE THAT THERE WAS A REASON FOR THIS, AND ON INQUIRY HE FOUND THAT J. N. NELSON HAD BEEN AT WORK ON AN ILLUSTRATED BOOK FOR A LONG TIME TO TAKE THE PLACE OF THE PRIMER. HE HAD THEN GOT IT ALL READY FOR THE PRINTER, AND THAT WAS WHY THEY DECIDED TO SHelve THE PRIMER. I SUPPOSE THEY KNEW THEY WOULD HAVE TO REFUSE TO PUBLISH THE PRIMER BEFORE THEY

*I have sent to mother a copy of my letter to Eld. Olsen -*

COULD MAKE THEIR NEW BOOK A SUCCESS. SO IN ITS PLACE THEY WENT SQUARELY BACK ON THEIR CONTRACT. THERE IS NO USE GOING OVER THE GROUND TO EXPLAIN THIS THING TO YOU MORE. IT WAS A BALD PIECE OF CROOKEDNESS, AND NO WORDS TO DISGUISE IT WILL MAKE IT ANYTHING ELSE.

WELL, BRO. PALMER BEGAN TO THINK THE MATTER OVER TO SEE WHAT HE COULD DO. HE KNEW IT WAS NO USE TO TALK WITH R&H ANY MORE, SO AFTER DELIBERATION HE TOOK THE MATTER TO ELD. OLSEN, AND ENTERED INTO AN AGREEMENT WITH GEN. CONF. PUB. DEPARTMENT TO TAKE THE BOOK AND GO ON WITH IT. HE HAD A CONTRACT ALL MADE UP FOR THEM TO SIGN IN WHICH THEY WERE TO HAVE THE BOOK AT EXISTING ROYALTY TILL THEY HAD SOLD SO MANY--ENOUGH TO CLEAR THE BOAT FROM DEBT, AND AFTER THAT THEY WERE TO HAVE IT AT REDUCED ROYALTY. WELL, A. R. HENRY WAS A MEMBER OF THAT COMMITTEE, AND HE REFUSED TO CONSENT THAT WE SHOULD HAVE ANY ROYALTY AT ALL AFTER WE HAD RECEIVED A CERTAIN SUM, AND TRIED TO HAVE THAT SUM CUT DOWN. WELL THE OUTCOME WAS THAT WE WERE COMPELLED TO LET GEN. CONF. HAVE THE BOOK AND WE RECEIVE A ROYALTY ON IT TILL WE GOT ENOUGH TO PAY OUR DEBTS AND A TRIFLE OVER, AND THEN ALL ROYALTIES CEASED, AND THE BOOK BECAME GEN. CONF. PROPERTY FREE AND CLEAR.

WELL, HOW DID R&H COME OUT ON IT,? BEFORE THIS THEY WERE CLEARING ABOUT \$300.00 A MONTH OUT OF THE BOOK, AND INSTEAD OF KILLING IT AS THEY SUPPOSED THEY WOULD DO, THEY HAD ONLY SUCCEEDED IN GETTING IT OUT OF THEIR HANDS INTO THE HANDS OF THE GEN. CONF. AND THIS ACTION SHELVED THE NEW BOOK THEY PROPOSED TO GET OUT. SO YOU SEE THEY OVERREACHED THEMSELVES, AND BRO. PALMER WAS ABLE TO CHECKMATE THEM. BUT AT THE SAME TIME WE MET WITH A LOSS THAT THREATENED TO KILL THE EFFICIENCY OF OUR WORK. WHILE WE HAD THE ROYALTIES OF THE BOOK INTACT, AND WERE ABLE TO DRAW FROM THEM, WITH THE UNDERSTANDING THAT THEY WERE TO COME TO US TILL THE BOOK CEASED TO SELL, YOU CAN SEE THAT WE COULD DRAW ON THIS MONTHLY, AND USE WHAT WE NEEDED IN OUR WORK, AND PAY THE REST OUT ON OUR DEBTS. AND IN THIS WE WERE SAFE, FOR THERE WOULD BE ENOUGH COMING IN TO DO ALL THIS. BUT WHEN WE FOUND OURSELVES RESTRICTED ON OUR ROYALTIES, WE SAW IT WOULD NOT DO TO USE ANY OF OUR ROYALTIES IN THE WORK ANY LONGER, BUT THEY MUST BE ALL SET ASIDE TO CLEAR THE DEBTS ON THE BOAT. THIS LEFT US WITH THE INCOME FOR THE WHOLE MISSION OF \$18.00 A WEEK. LESS THAN ONE OF THE STAY-AT-HOMES GET PER WEEK WHO HOLD POSITION IN BATTLE CREEK.

IT IS NEEDLESS FOR ME TO STATE HERE THAT THIS WORK IS DIFFERENT FROM ANY OTHER WORK IN THE FIELD. THE COLORED PEOPLE MUST BE PLANNED FOR, AND HELPED TO GET WHERE THEY CAN MAKE A LIVING, AND MANY OF THEM ASSISTED JUDICIOUSLY. AND WHAT CAN BE DONE ON THAT PITTANCE? \$8.00 A WEEK FOR ME AND MY FAMILY AND THE SAME FOR BRO. PALMER AND HIS FAMILY. I HAVE NO NEED TO COMMENT. AS A RESULT I BECAME FULLY DISCOURAGED. SO HAD BRO. PALMER. AND FINALLY I WROTE A LONG LETTER TO BRO. OLSEN, TELLING WHAT THE TAKING AWAY OF OUR ROYALTY HAD DONE FOR THE WORK HERE, AND ASKING FOR A POSITION IN THE GEN. CONF. PUBLISHING DEP., WHERE HE HAD SAID THEY NEEDED HELP THAT HAD HAD EXPERIENCE IN THE PRINTING BUSINESS. THIS WAS BEFORE MOTHER'S LETTER REACHED HERE. WHEN THAT CAME IT CHANGED EVERYTHING AND WE PRESS FORWARD IN HOPE AND TRUST.

YOUR BROTHER,  
*J. E. White*