



# Nashville Book Company

INCORPORATED

SOUTHERN OFFICE  
NASHVILLE, TENN.

NORTHERN DISTRIBUTING HOUSE  
MARSHALL, MICH.

MARSHALL, MICH. Dec. 27, 1912.

Dear Friends:--

About four years ago the manager of the S.P.A. decided to print an edition of 25,000 copies of New Testament Primer. But he made a blunder and bought stock for an edition of 50,000, and had it all printed up. Somewhere about that time, against my vigorous protest, and that of Bro. Cochran of Kansas City office of Pacific Press, the Board of the S.P.A. raised the price of the book to 35 and 60 cts. The result foretold by Bro. Cochran and myself came true. From a sale of 10,000 copies a month it ~~de~~ almost immediately fell to a few hundreds. The book could not stand the price, the people would not buy, the agents could not sell, and would not try. And the mammoth edition would last ~~fill/through~~ for ten years or more.

With the coming in of a new and more practical board, I called their attention to the situation. Upon examination it was found that even then the office had over 39,000 unbound signatures in stock. This must be sold and so they brought back the price to the old lines of 25 and 50 cts. But the sale had been ruined, and although it was helped by the change, yet no large sales have since been made.

At a later Board meeting the question of the future of the book came up for discussion. Bro. Ford stated that the book could not be issued in the size it then had, and in colored ink, for 25 and 50 cts., for the office would lose by it.

I then came in with my proposition, which was to reduce the size of the book to the same size of page as the Gospel Primer, and it was fully agreed by the Board that the book of that size printed in one color could easily stand the cost <sup>with prices of 25 and 50 cts.</sup> and pay the regular roy-

alties. With this item agreed upon, I then stated that I wanted the book printed in colors, and in order to cover that I would reduce my royalty one-and-one-half percent. I asked the manager if that reduction would meet the extra cost of the color work, and he said, <sup>yes,</sup> I replied, yes, it will doubly meet it.

I then put the whole proposition to the Board: If I would re-set the book so as to make the pages smaller, so the size of the book would be no larger than Gospel Primer, and have no more than 96 pages, and I cut one-and-one-half percent out of my royalties, if these changes would bring the book where it could be issued at 25 and 50 cts. per copy, and the office do well on it. The reply was positive that the office could do well <sup>(if)</sup> such plans were carried out. And then and there the plan was decided upon, and I was to re-set the type, make new engravings for most of it, make one set of plates for S.P.A. and another set for R&H, and keep a set of pattern plates from which duplicates could be made, and the office was to pay <sup>on retail price according to bindings,</sup> a royalty of 6 percent, and I was to pay for the upkeep of the plates.

Now, please notice,--The cost to me in remaking the whole book was practically \$600.00. This was my part of the agreement. On the other hand, the S.P.A., and later the R&H, agreed to pay a royalty of 6 percent, on the retail prices of the books, according to the bindings.

I performed my part of the agreement, supplied both houses with plates, and have a set of patterns to use when duplicates are required. On the other hand, the offices paid the stipulated 6 percent royalty as soon as the new, reduced sized book was produced.

Until the new royalty basis was introduced. Then I was asked to a Board meeting of S.P.A. to discuss the royalty status of this book. But, I told them, that matter had been already settled by special agreement, and had been agreed upon as fair to the Pub. Houses

But the little matter of an agreement could not be allowed to stand in the way. The royalties of other books had been tinkered with, and this must take its course with the rest. Several plans were proposed, and at last it was agreed to pay 5 percent, based upon the 25 cent binding of the book. By this adopting a flat royalty on cheapest book, my royalty was cut just about half in two.

Then I asked what they proposed to do with my part of the agreement. I had fulfilled my part, and had put in not less than \$600.00 in good faith, actually in accordance with the arrangement made as previously mentioned. <sup>But</sup> ~~By~~ my side of the proposition the board did not seem to be willing to consider, and so, after discussing it for a time, and becoming convinced that I could not secure justice at that meeting, I accepted the slash in royalty, but still protested that if this was done I should be reimbursed for the expense I had met when performing my part of the former agreement.

Now I leave the matter to the unbiased consideration of the reader:--Should the S.P.A. take advantage of both ends of this proposition? If they demand relief from their agreement, and cut the agreed royalty practically in half, why should I be left to bear the cost of my part to the tune of some \$600.00?

I therefore claim to be well within my rights when I claim one of two things:--Either go back to the agreed royalty of 5 percent on the retail price according to bindings, or continue with the new deal on the royalty and reimburse me for the expenditure I made as my part of the earlier agreement. You certainly cannot in right and justice claim both.

Res-ectfully submitted,

*J. E. White*

P.S.--Do you ask for my evidence for the foregoing statements in regard to this agreement regarding this book. In reply will say that

no formal, ~~written~~ agreement was drawn in writing, but the agreement was arrived at in Board meeting of the S.P.A. The minutes of the meeting should show the action there taken.

But outside these minutes the actions which followed are prima facie evidence of the gruthfulness of my claim. I did fulfill my part of the agreement in resetting the book to smaller page, and did provide S.P.A. and R&H each with a complete set of the plates, and have had made and do maintain a set of pattern plates of the book from which I stand prepared to supply duplicate plates as needed. And on the part of the Publishing Houses I was paid a 6 percent royat as hereinbefore mentioned, the same bginning with the use of the new set of plates, and this continued until the time the wholesale cut in royalties was made.

Now, my friends, right is right. If it is important for individuals, it is much more so in institutions which represent the work of the Third Angel's Message. But in the past the sentiment has prevailed in some of our institutions that because it was for the Cause, methods could be employed that would not be proper in the business dealings of every-day life. The Tesitmonies have been very plain in reproof of such sentiments.

For myself I want nothing but what is just and right. J.E.W.