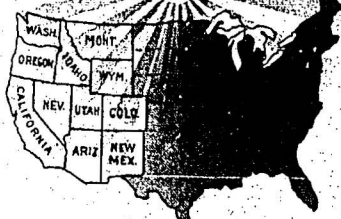


ELLISON-WHITE LYCEUM BUREAU

"QUALITY FOLKS"

AFFILIATED WITH
MUTUAL BUREAU, CHICAGO
COIT BUREAU, CLEVELAND
COIT BUREAU, BOSTON
ALKAHEST SYSTEM, ATLANTA
DIKIE BUREAU, DALLAS
ELLISON-WHITE CHAUTAUQUA
SYSTEM, PORTLAND



BOSTON, MASSACHUSETTS
CLEVELAND, OHIO
CHICAGO, ILLINOIS
ATLANTA, GEORGIA
DALLAS, TEXAS
BOISE, IDAHO
CALGARY, CANADA

"THE WESTERN HALF"

TENTH FLOOR
BROADWAY BUILDING
Portland, Oregon

Boise, Idaho,
July 12, 1919.

Miss Ida M. Tarbell,
c/o Ellison-White,
Portland, Oregon.

My dear Miss Tarbell:

When you were here and we talked over the matter of your salary for the winter work, and you agreed that the \$400 per week for 5 lectures would be satisfactory, I thought I would write the eastern bureaus to this effect, but have not gotten to it until today, and now it occurs to me that I would rather leave this to you inasmuch as you had written Mr. Alber that you would expect \$100 per lecture. If he has agreed to that or understands that is what your price will be to them, it will make no difference to us. Had we booked you right along for \$200 per date, as I understand they have, and especially with less cost in the east, we would want you to have \$100 per lecture. But in view of the conditions as explained to you, we could not fill your engagements on that basis. So what we agreed upon, I am sure you understand, is only fair for our territory.

Then you do just as you see best about filling the dates in the east on this same basis of \$400 per week for 5 lectures, as I will not write them about our mutual terms. Of course, it may come up some time in our Affiliated meeting, and there will be nothing kept under cover as to terms should they ask if you lecture cheaper for us. And if it does come up, the explanation will be that we booked you cheaper and it costs more to deliver out here, so there should be no complaint.

Trusting that all is going well these days with you, and remembering very pleasantly your visit with us in Boise, I am

Sincerely yours,

ELLISON-WHITE

By. *C. H. White*

W/H