

MC CLURE'S MAGAZINE.

44-60 EAST TWENTY-THIRD STREET.

NEW YORK.

Jan. 22, 1906.

My dear John:

There are no engagements that I propose to enter into that would be serious. I propose to make a proposition to the stockholders of Mc Clure's Magazine, the one that I made before you left. I have no doubt this proposition will be accepted gladly by every one. If I should be convinced that the stockholders should have more, it would be an easy matter to give them more, just as it will be an easy matter to give the men who buy stock more if we should decide they have not enough for their money.

In deference to your wishes I have abandoned the plan in regard to Tom, although I would like to find a job for him, because men who really can do things are scarce, and there is no doubt that had it not been for him a business which is now making ~~an~~ about \$2,000. a month would not be in existence. Such men as he require guidance and supplementing, but the rarest thing in the world is a man who actually can, off his own bat, do a thing. I have been seeing a great deal of Mather lately, and he finds the same difficulty in his work, finding men who can do something. I have done this, however: I have appointed Siddall as my assistant, that is, assistant to the president, so that my ideas will be taken hold of and will have continuity and harmony.

I don't think that there is any question in regard to my being able to stand this strain. Worry is the only thing that has ever used me up, and I am providing against the principal cause--the money--in getting enough money. I went over the matter again with Mr. Victor F. Lawson. My plan is to organize this new business and to make such contracts with the S. S. Mc Clure Co. and also with the stockholders as will make everything fair and honorable, besides increasing greatly the earning capacity of Mc Clure's Magazine. I am having the contracts drawn up so as to have them express exactly the fact and so as to leave the S. S. Mc Clure Company absolutely free in all its operations. We must so enlarge our business as to be able to get in one or two other first class men, that is, men like you and me.

J. S. Phillips, Esq. (2)

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All the points that we discussed I went over with Mather, who is very clear, and I shall do nothing but after the fullest advice. I shall do nothing illegal or immoral, but it is absolutely necessary for me to work out my ideas and give the young men in the office a chance for expansion. It is impossible to found this new magazine without a great deal of new assistance in money and men. As I say, there is nothing I will be doing that will be immoral or illegal and nothing that cannot be modified.

I hope you will have a good time, and I hope that you will dismiss any burdens you may have from your mind.

Very sincerely yours,

A handwritten signature in dark ink, appearing to read "J. M. Clarke". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

J. S. Phillips, Esq.,
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Ann Arbor, Mich.