

The BOOKER T. WASHINGTON Papers

very good chance, too, of reaching a very considerable financial success. All this we will go over and bring to a definite bargain when you come again, or sooner, if you wish.

Now concerning the serial rights. Since we have nothing directly to do with McClure's Magazine but are of course upon the friendliest possible terms with Mr McClure, Mr Phillips² and Mr Finley, I shall set about at once getting a definite proposition for you from them about the serial publication, and I will write to you as soon as I can. Unfortunately both Mr McClure and Mr Phillips are in Europe, but if Mr Finley can make a definite bargain, I will have him do so tomorrow when I will see him (by the way we have moved to 34 Union Square East). I know that the McClure people want at least a part of the narrative, and I think there will be no difficulty in my getting from them for you a definite proposition; but in case they do not, of course the thing to do is to accept Dr Abbott's proposition, for he has in some respects just as good a channel as McClure's Magazine although the "Outlook" does not reach as many people as McClure's. I shall attend to all this matter for you with great pleasure, and whatever arrangements we can help you to make for serial publication I shall make with great pleasure as a means of furthering a good work, we of course to have the book when the book is ready.

Busy as I am I do not think that I could be tempted to write a book review for anybody or about any book except about "The Future of the Negro," but when "The Book Buyer" asked me the other day to write something about it, I could not resist; so that in addition to seven days' labor a week with my own business I am trying to find an eighth day in some week to do this.³ With kind regards, Very heartily yours,

Walter H. Page

TLS Con. 181 BTW Papers DLC.

¹ Presumably the letter of Dec. 9, 1899, above.

² John Sanborn Phillips (1861-1949), an editor and publisher, was a partner of S. S. McClure beginning in 1882. From 1893 to 1906 Phillips was manager and treasurer of *McClure's Magazine*. He was editor of the *American Magazine* from 1906 to 1915, and advisory editor from 1915 to 1938.

³ Page's review praised the book and its author. "No other man," he wrote, "has worked out so completely, or so thoroughly tested, a plan for the building-up of the Negro population in the South as Mr. Washington." Page described the book as "intensely practical," and said, "There is not a phase of the whole complex problem