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It contains extra information, high resolution zoomable views and transcriptions.

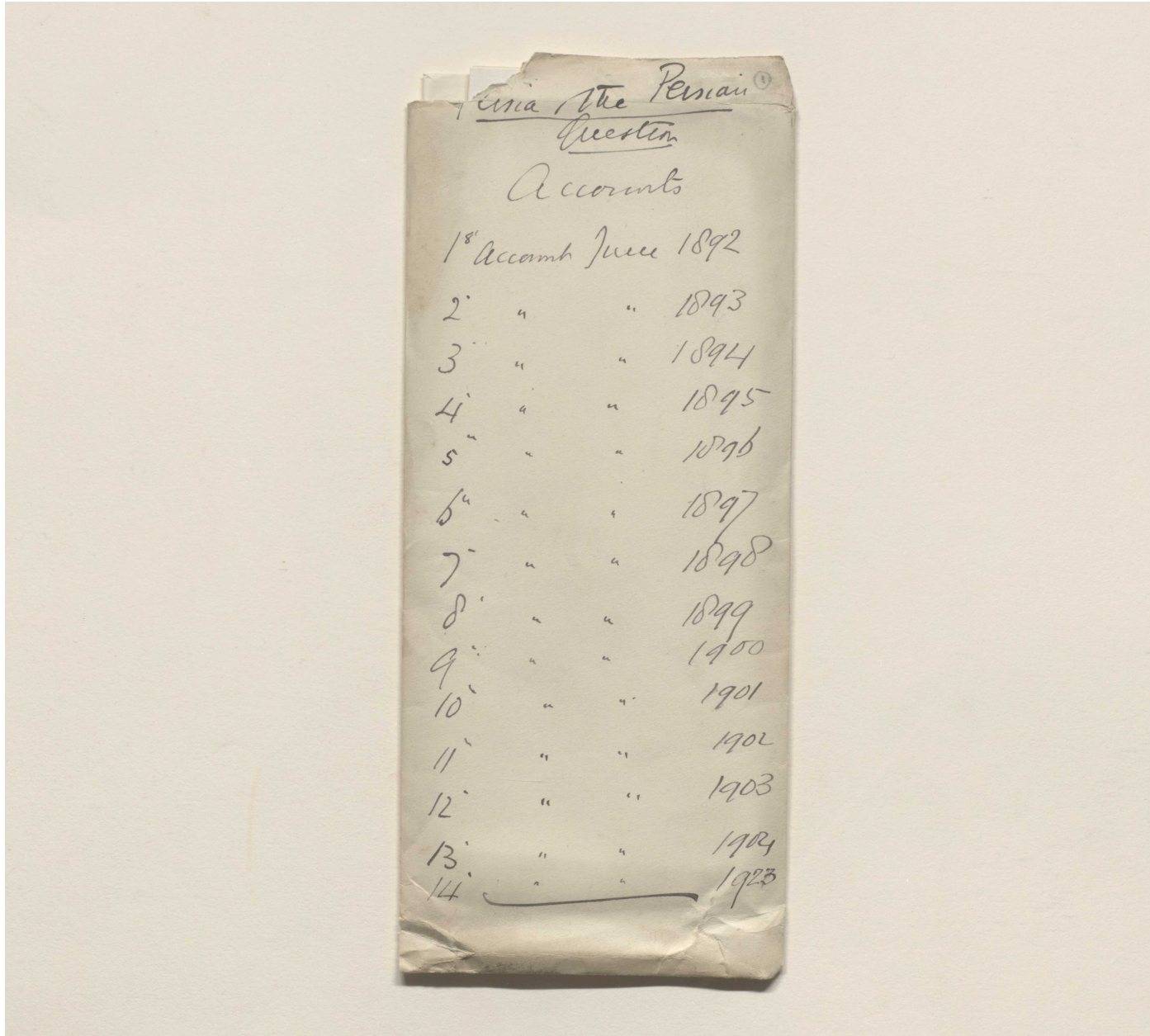
## Notes and Letters on the Publication and Sale of

<b>Holding Institution</b>	British Library: India Office Records and Private Papers
<b>Reference</b>	Mss Eur F112/615
<b>Date(s)</b>	Jul 1890-1923 (CE, Gregorian)
<b>Written in</b>	English in Latin
<b>Extent and Format</b>	1 file (179 folios)
<b>Copyright for document</b>	<u>Unknown</u>



### About this record

This file contains correspondence and notes concerning publication and sale of *Persia and the Persian Question*. The majority of the papers consist of receipts, and accounting documents by publishers who had published the initial edition of the book. The file also includes other publishers' quotes, and ideas on the republication of the book.





on the sums received by "Office Persians"  
I do not think this ought to be allowed but  
it is better than the common practice of taking  
it - with any higher percentage they please - security -  
I stand with the question to be argued out. Any  
way if it is provided for in the agreement that  
cannot be disputed

(3) On the other side you are, I think, very fairly  
treated. The trade allowance is not just 29  
per cent - with 25 to 24 - and a further  
5 per cent discount. The usual trade allowance  
is from 20 to 25 - with 20 to 24 - and a further  
12 - and this last per cent discount - to that  
your account is much more in your favor  
than it would have been with many other houses

(4) The question of delay is one well ought to be  
taken up. Do you mean that money due to you  
is not paid till the following June? This

P.S. I would like to see a list of the books in the Persian office. I would like to see the list of the books in the Persian office. I would like to see the list of the books in the Persian office.

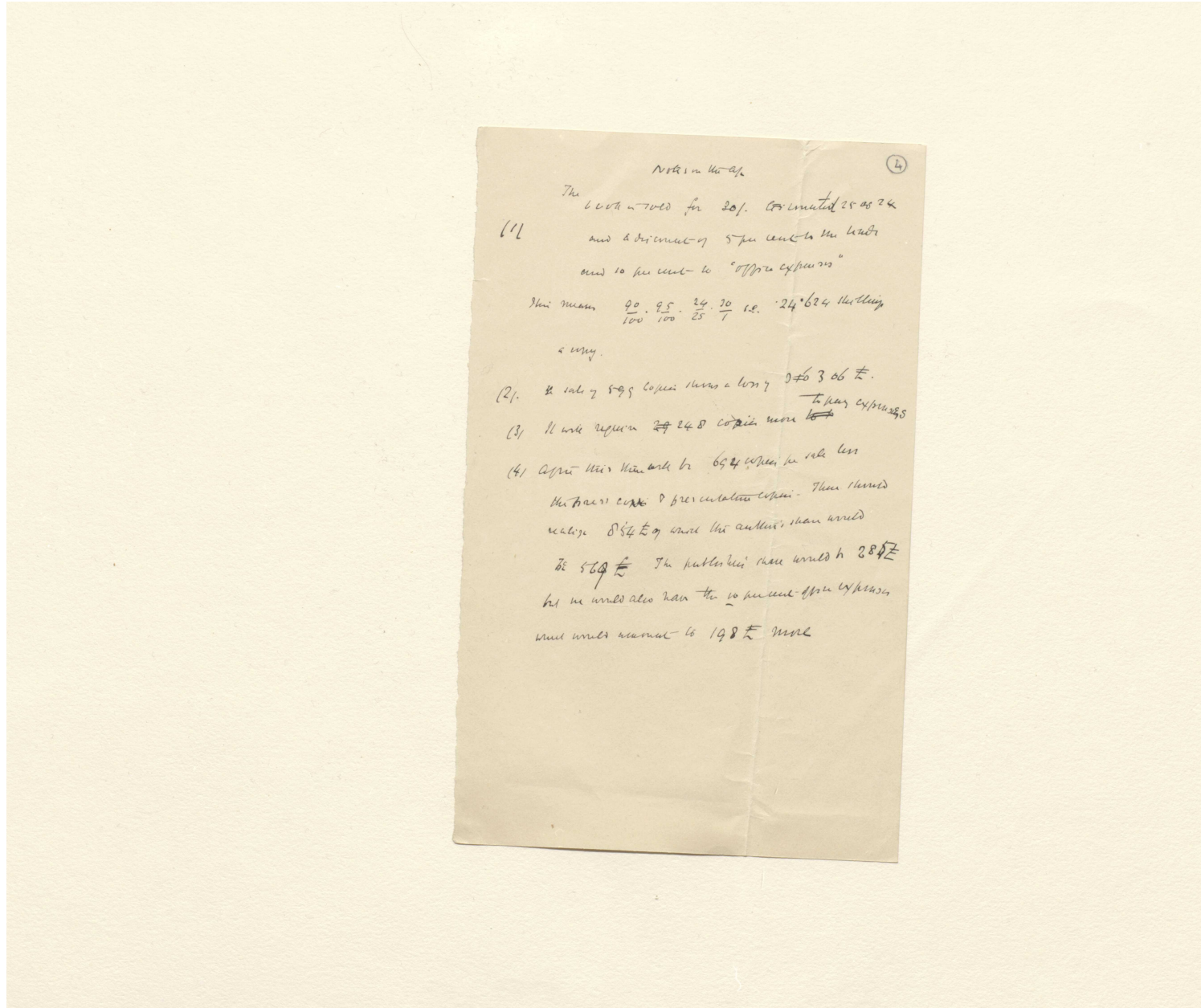
FROGNAL END,  
FROGNAL GARDENS,  
HAMPSTEAD, N.W. Mar 20 1897

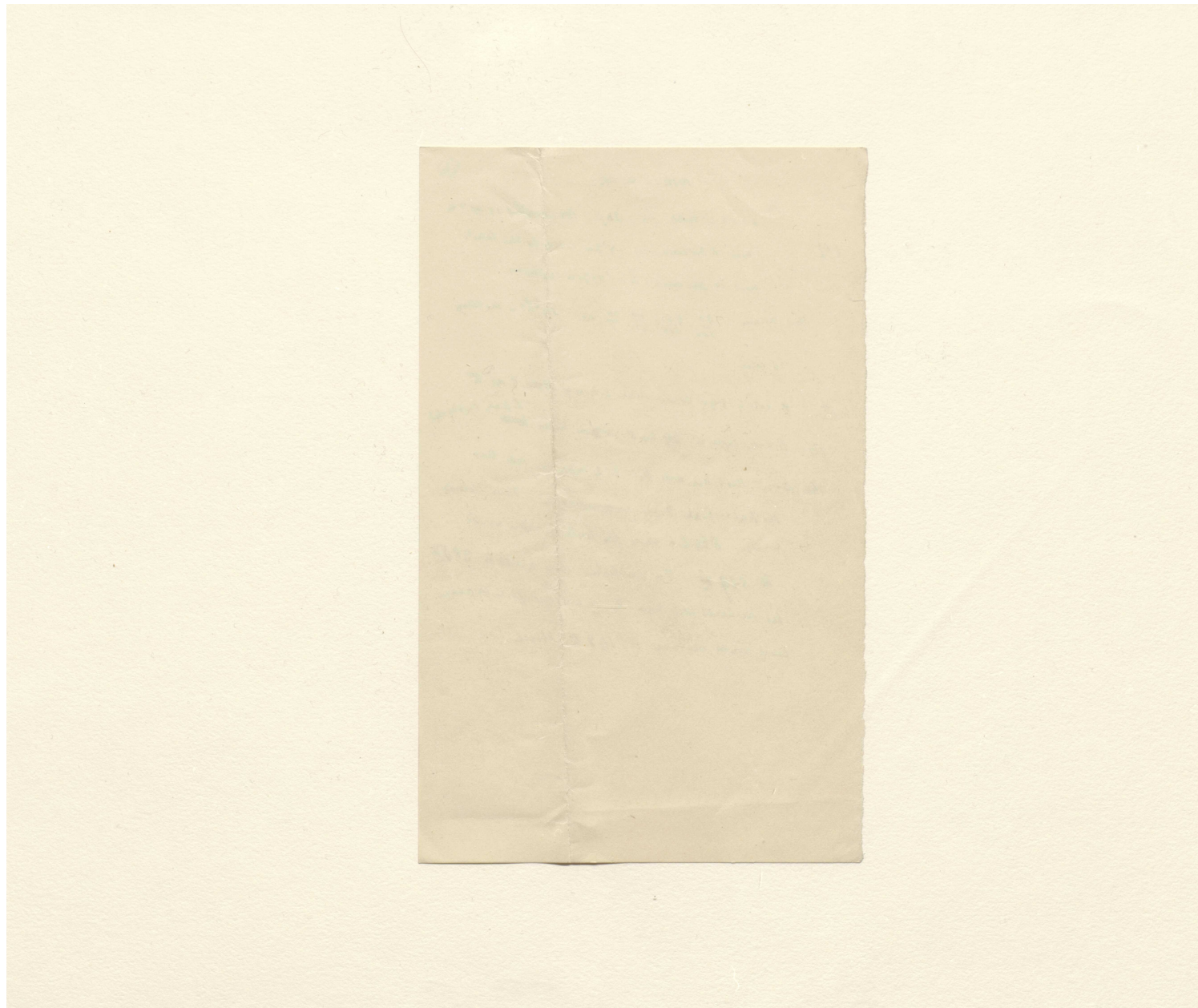
Dear Sir

I beg to acknowledge the receipt of your  
letter of the 19th inst.

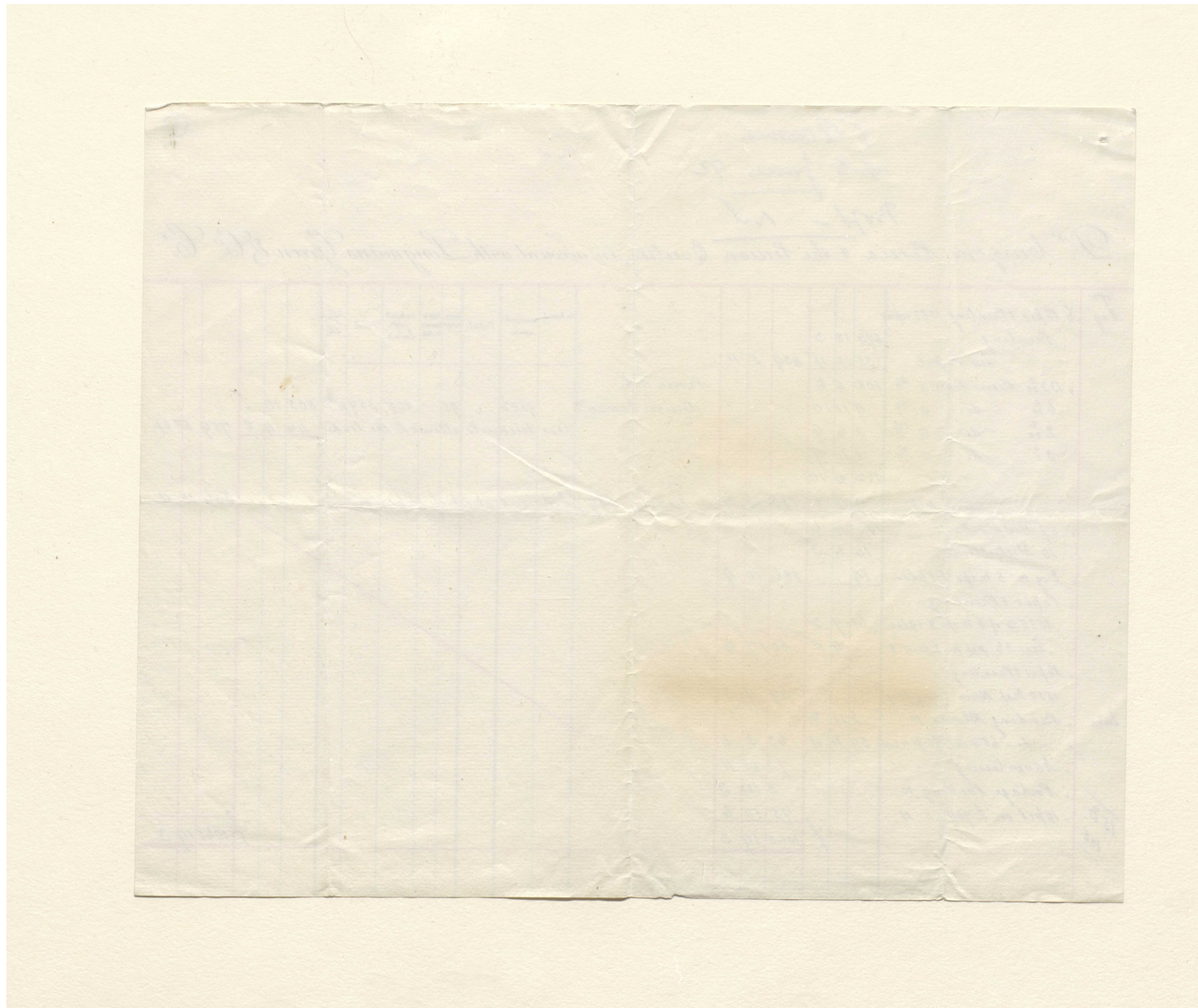
(1) As regards the charge for producing the  
book - I observe that vouchers are  
appended. You are therefore protected by  
the language from any suspicion of dishonesty  
unless there is collusion. The  
language are, I believe, the only people  
who do this - but it is a moderate and so  
important a book and I would not have put a credit  
(2) As regards the 10 per cent charge on the  
D. side - I would be very glad if you  
examine your account. That there is a  
improving there is clear. The 10 per cent

in additional days? 3-4 or 5 you sent on the same day to the author -  
the other respects not only in the items in the account but also in your  
agreement I think you have been treated rather to my regret than you would  
have been by any other publisher -  
If there is any other point I wish to say had to look into it I will  
- or I can advise you it - I cannot  
I claim that the account shows only the first subscription of the  
book. There ought to be a second subscription like Calcutta in Europe the book appeared  
at an important time - and there ought to be a second subscription like in some  
towns to some I remain dear Sir  
Frederick Maury  
Walter Stewart





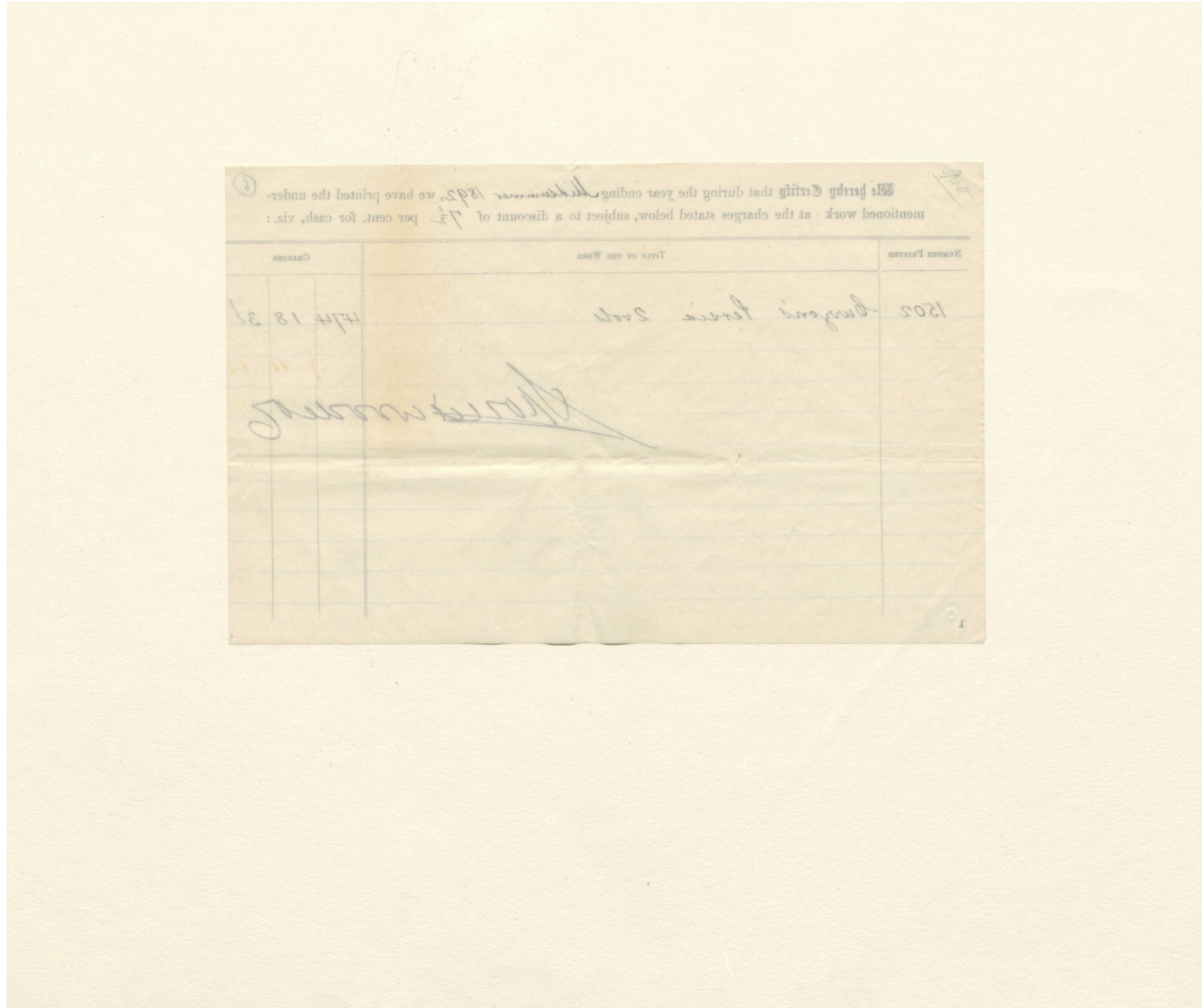




We hereby Certify that during the year ending *Midsummer 1892*, we have printed the under-mentioned work at the charges stated below, subject to a discount of  $7\frac{1}{2}$  per cent. for cash, viz. :

NUMBER PRINTED	TITLE OF THE WORK	CHARGES
1502	<i>Curzon's Persia 2 vols</i>	474 18 3/4
	<i>Spencer Wood</i>	

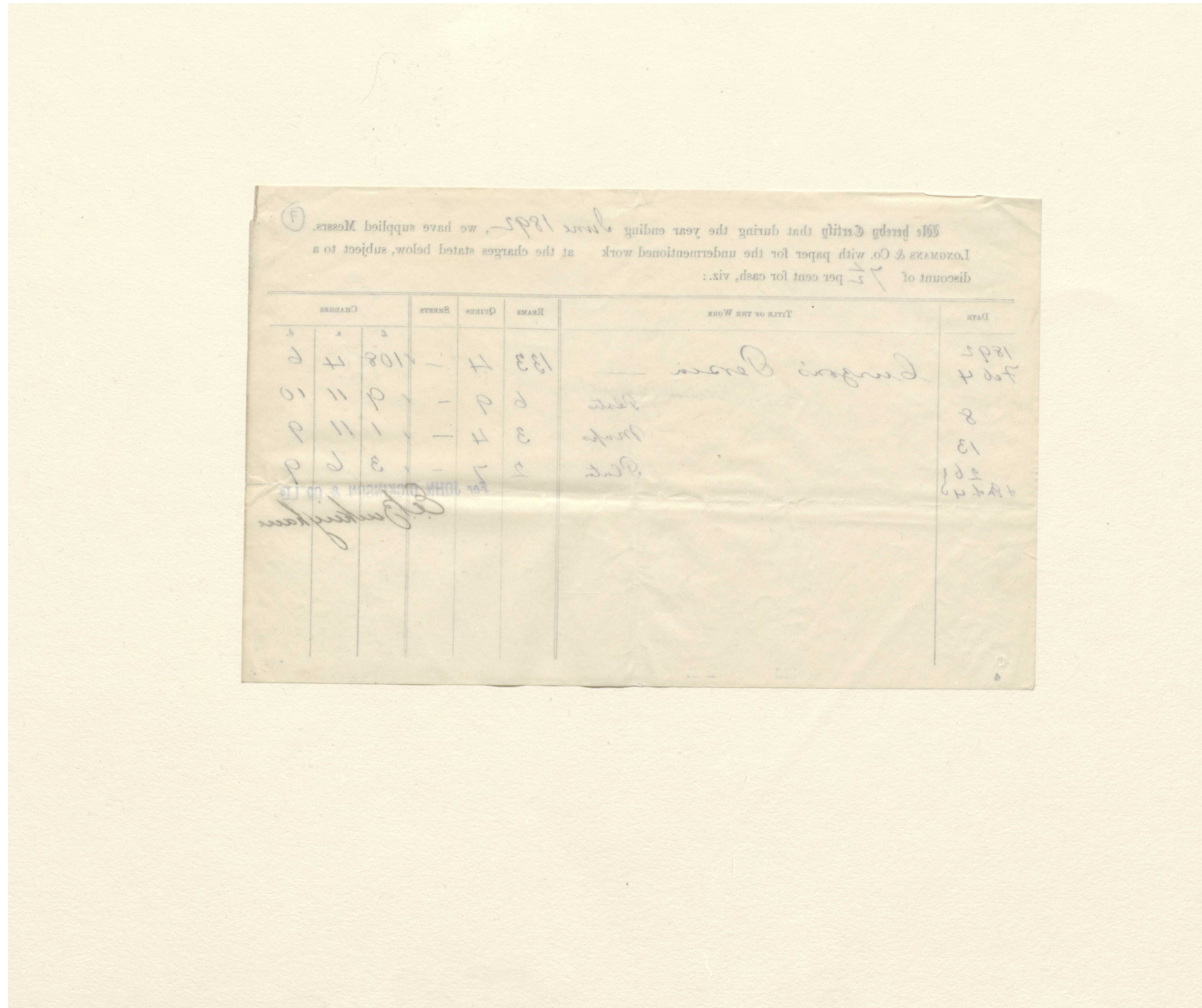
1



We hereby Certify that during the year ending *June 1892*, we have supplied Messrs. <sup>(7)</sup>  
LONGMANS & Co. with paper for the undermentioned work at the charges stated below, subject to a  
discount of  $7\frac{1}{2}$  per cent for cash, viz.:

DATE	TITLE OF THE WORK	REAMS	QUIRES	SHEETS	CHARGES		
					£	s.	d.
<i>1892</i>							
<i>Feb 4</i>	<i>Burzon's Persia</i>	<i>133</i>	<i>4</i>	<i>-</i>	<i>108</i>	<i>4</i>	<i>6</i>
<i>8</i>	<i>Plates</i>	<i>6</i>	<i>9</i>	<i>-</i>	<i>9</i>	<i>11</i>	<i>10</i>
<i>13</i>	<i>Maps</i>	<i>3</i>	<i>4</i>	<i>-</i>	<i>1</i>	<i>11</i>	<i>9</i>
<i>26</i>	<i>Plates</i>	<i>2</i>	<i>7</i>	<i>-</i>	<i>3</i>	<i>6</i>	<i>9</i>
<i>+ Oct 4</i>							

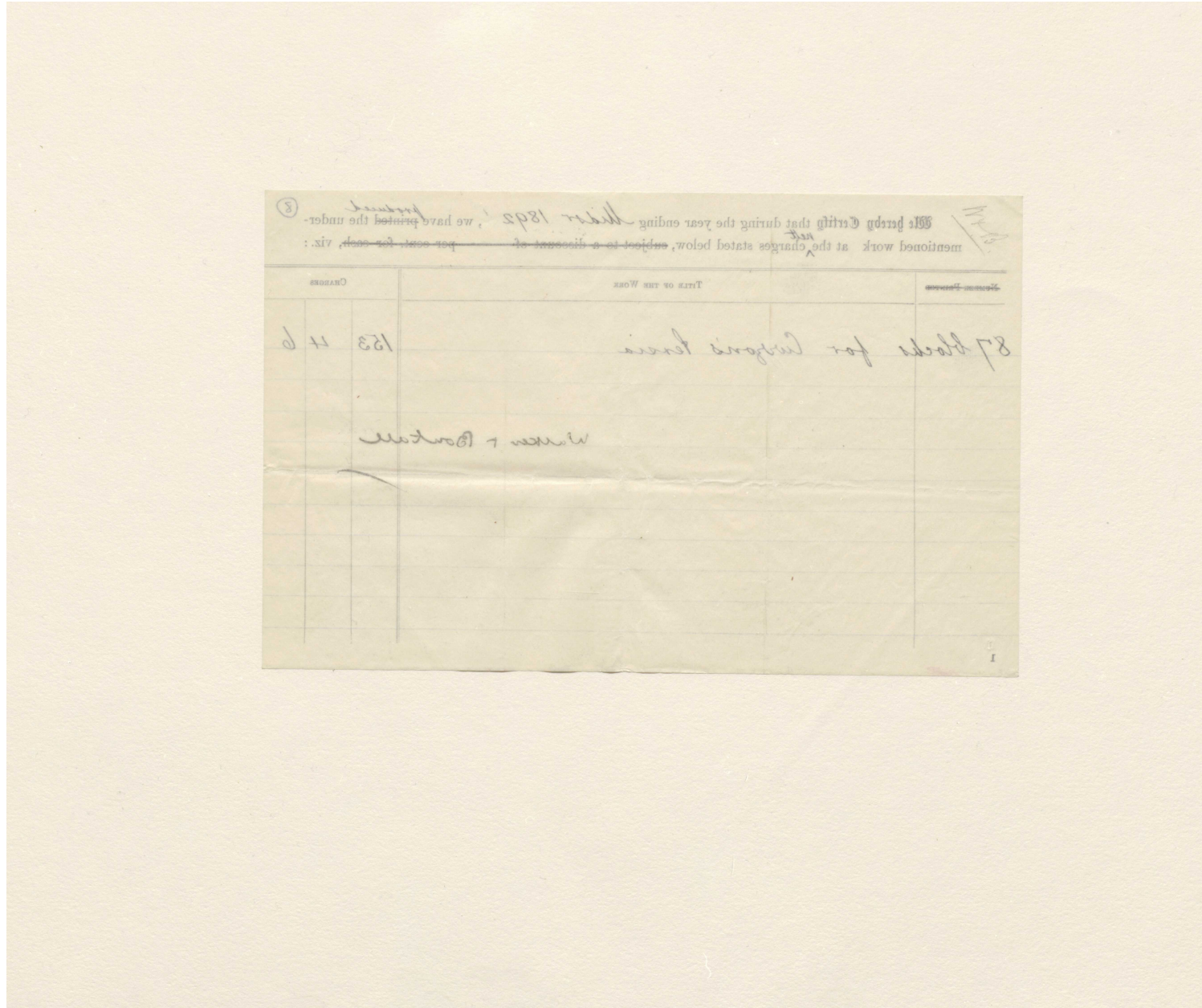
For JOHN LONGMANS & CO LTD  
*E. Buckingham*



We hereby Certify that during the year ending *Midor 1892*, we have <sup>produced</sup> printed the under-mentioned work at the <sup>net</sup> charges stated below, subject to a discount of \_\_\_\_\_ per cent. for cash, viz. :

<del>Number-Date</del>	TITLE OF THE WORK	CHARGES		
	<i>87 blocks for Curzon's Persia</i>	<i>153</i>	<i>4</i>	<i>6</i>
	<i>Walker &amp; Boutall</i>			

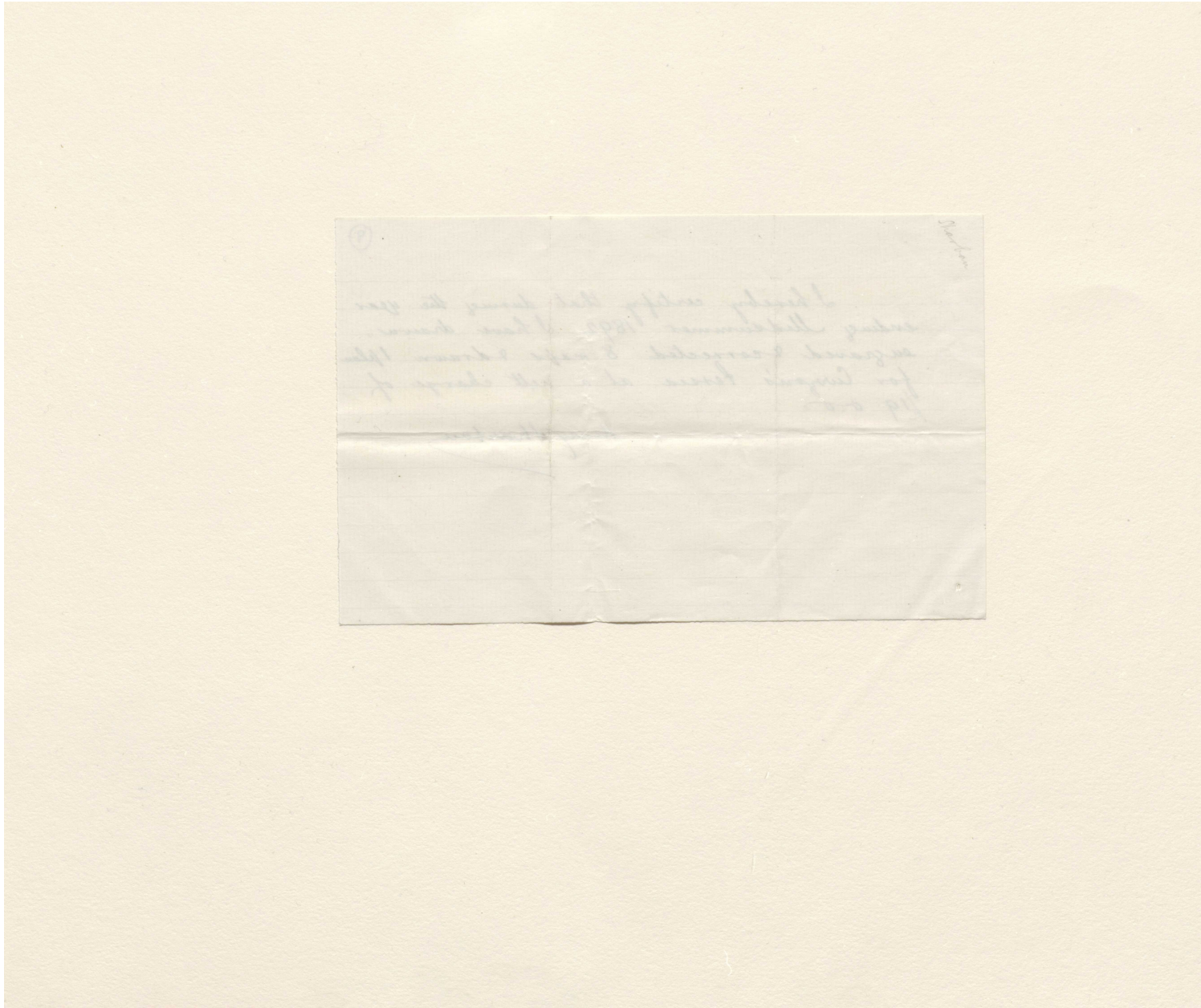
1



9

I hereby certify that during the year  
ending Midsummer 1892 I have drawn,  
engraved & corrected 8 maps & drawn 1 plan  
for Curzon's Persia at a nett charge of  
£19. 0. 0

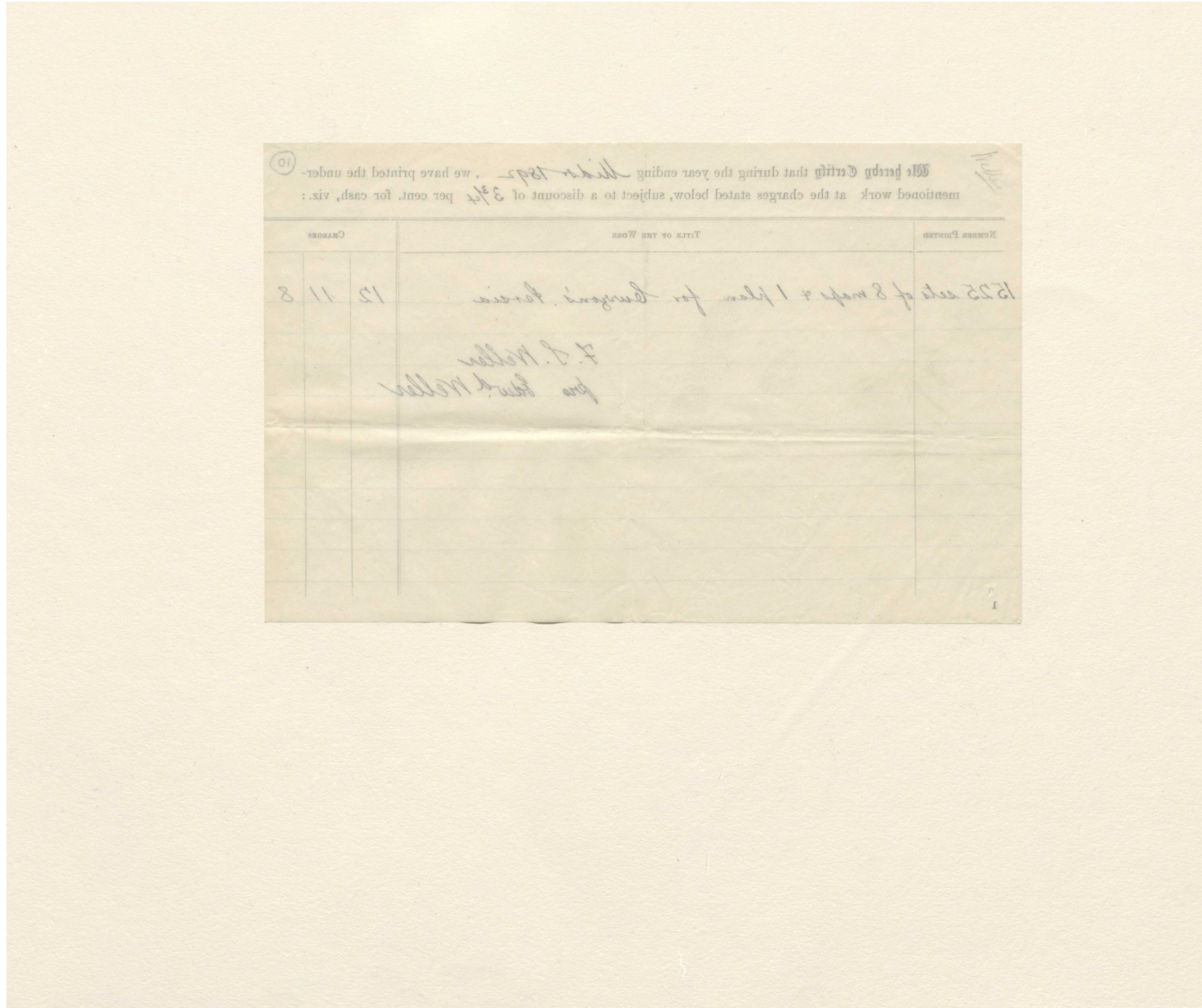
Henry Sherrin



We hereby Certify that during the year ending *Mid-1892*, we have printed the under-mentioned work at the charges stated below, subject to a discount of  $3\frac{3}{4}$  per cent. for cash, viz.:

NUMBER PRINTED	TITLE OF THE WORK	CHARGES		
<i>1525 sets of 8 maps &amp; 1 plan for Curzon's Persia</i>		<i>12</i>	<i>11</i>	<i>8</i>
	<i>F. S. Weller pro Edw. A. Weller</i>			

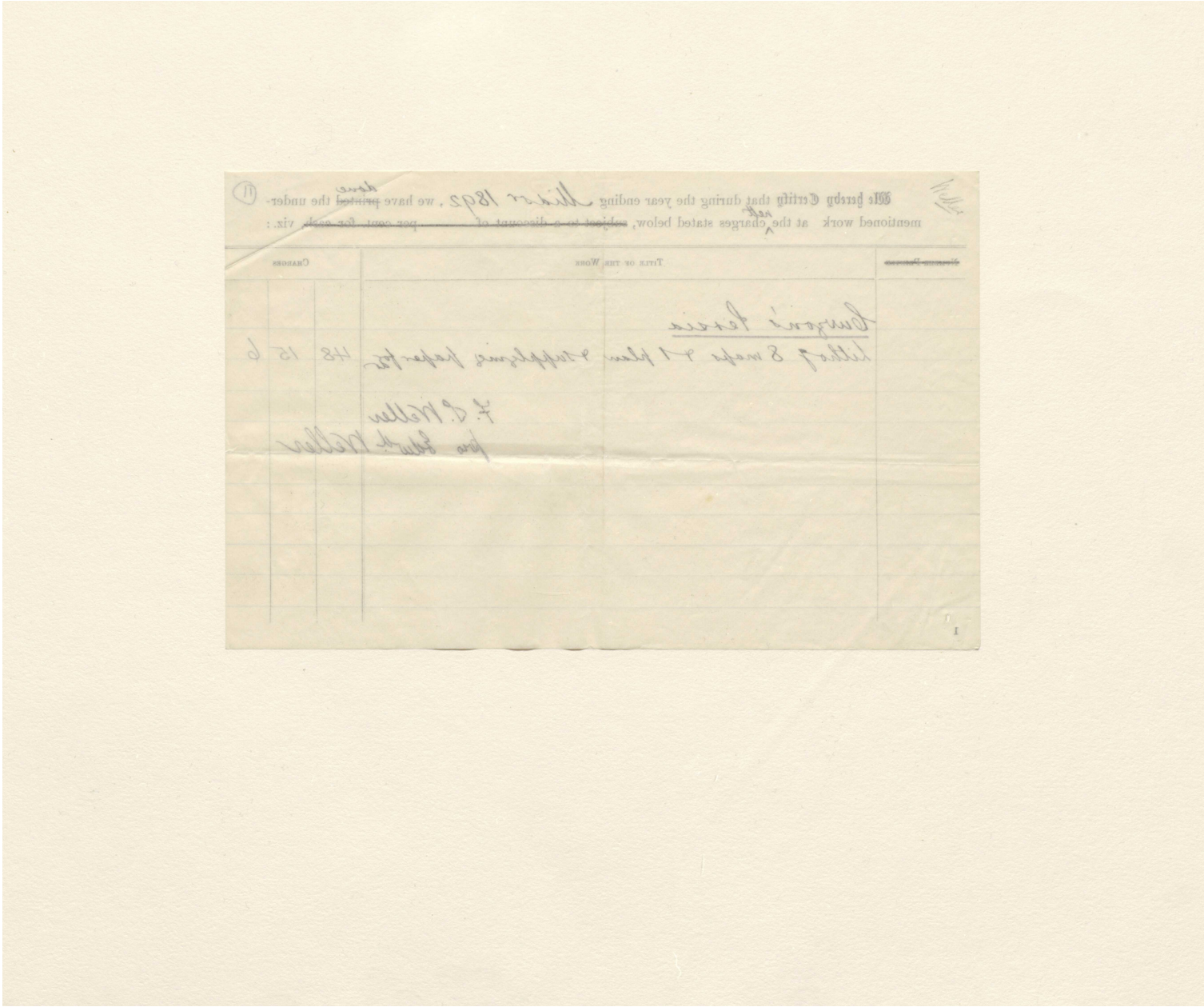
1



We hereby Certify that during the year ending *Midor 1892*, we have <sup>done</sup> printed the under-mentioned work at the <sup>net</sup> charges stated below, subject to a discount of \_\_\_\_\_ per cent. for cash, viz.:

<del>Number</del> <del>Part</del>	TITLE OF THE WORK	CHARGES		
	<i>Curzon's Persia</i> <i>Litho of 8 maps &amp; 1 plan &amp; supplies paper for</i>	48	15	6
	<i>F. S. Weller</i> <i>pro Edw. Weller</i>			

1

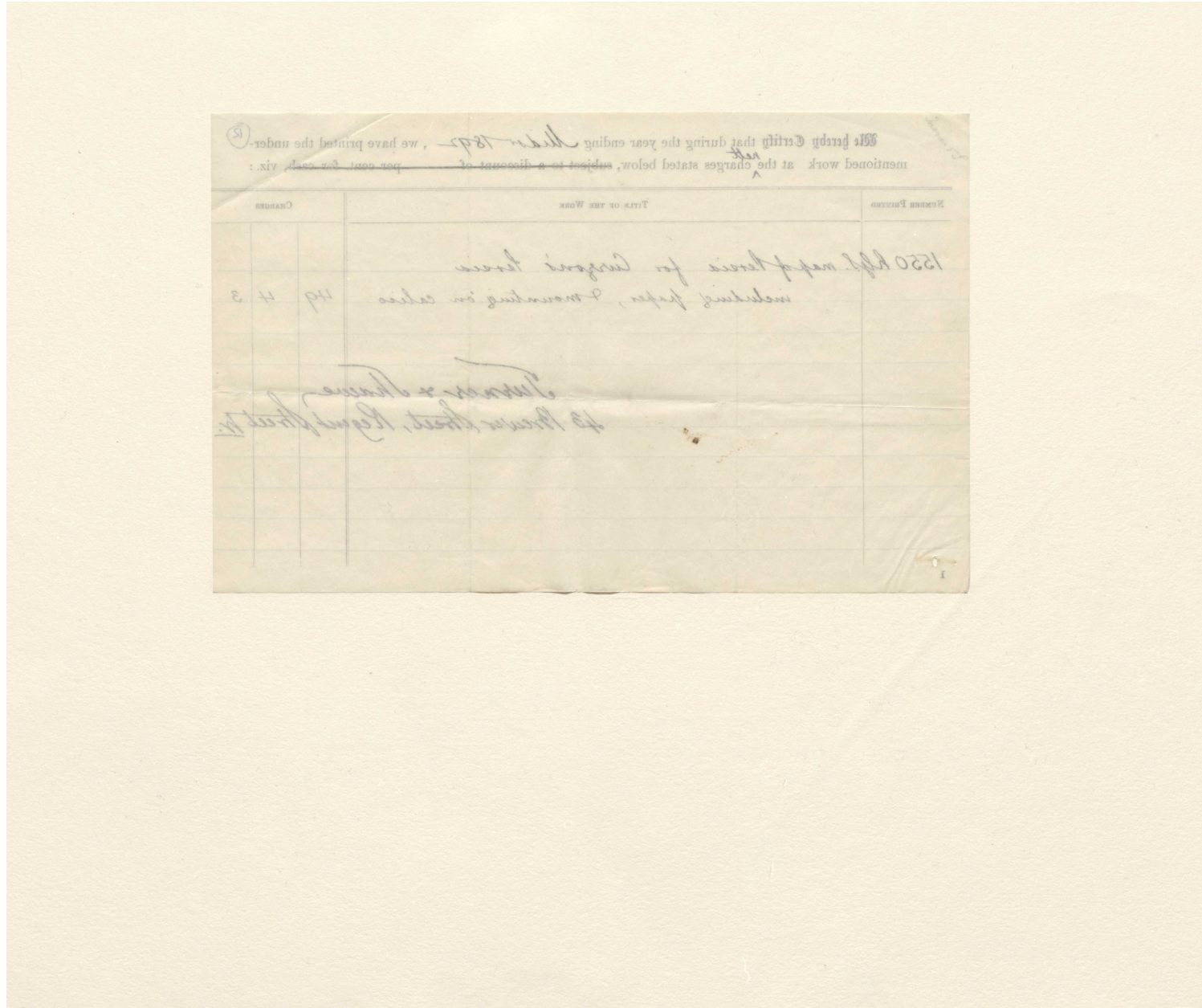


We hereby Certify that during the year ending *Midor 1892*, we have printed the under-<sup>(12)</sup>mentioned work at the <sup>nett</sup>charges stated below, subject to a discount of \_\_\_\_\_ per cent. for cash, viz.:

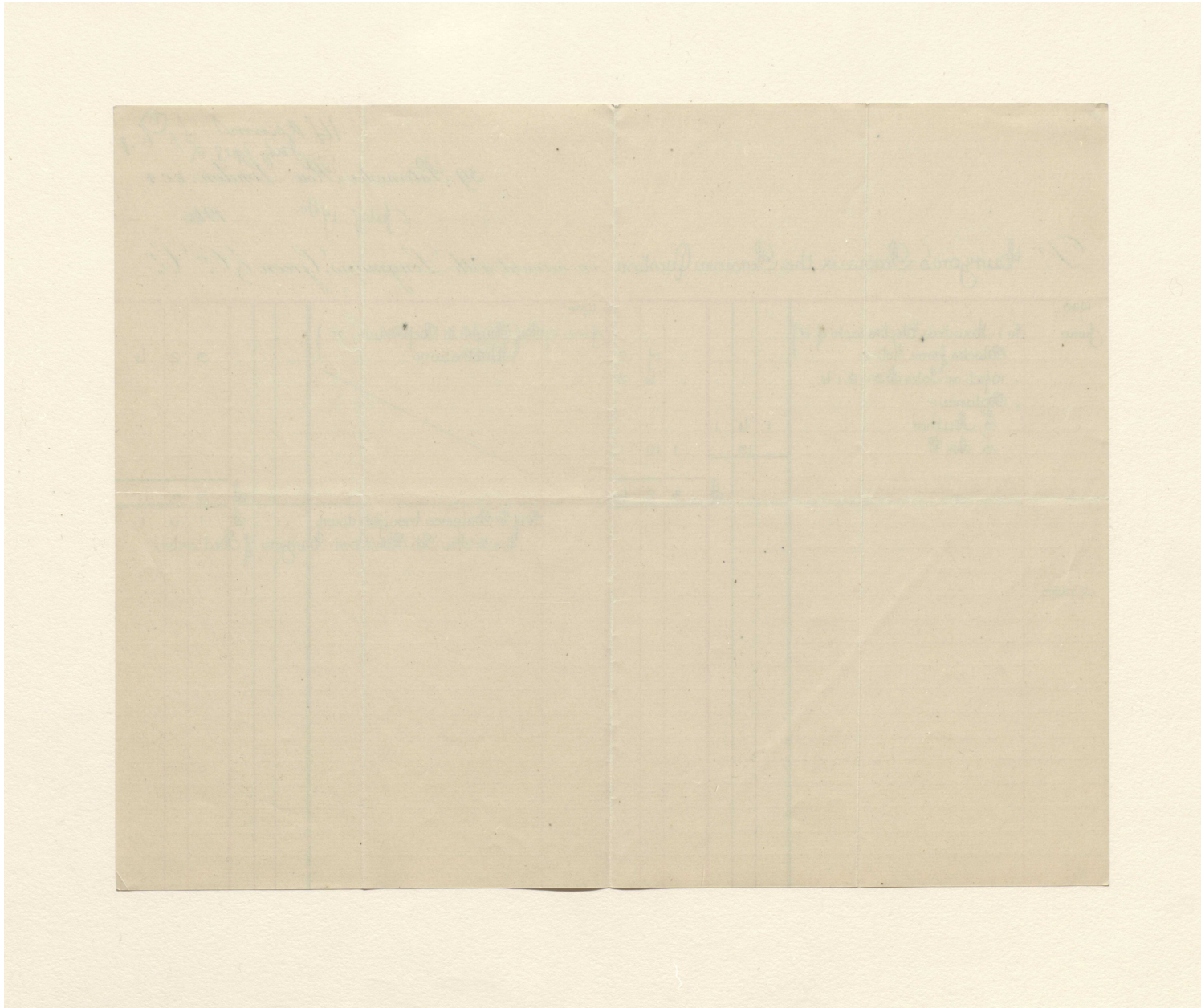
NUMBER PRINTED	TITLE OF THE WORK	CHARGES	
	<i>1550 Hg. map of Persia for Curzon's Persia including paper, &amp; mounting on calico</i>	<i>49</i>	<i>4 3</i>

*Turner & Shaver  
43 Brewer Street, Regent Street W.*

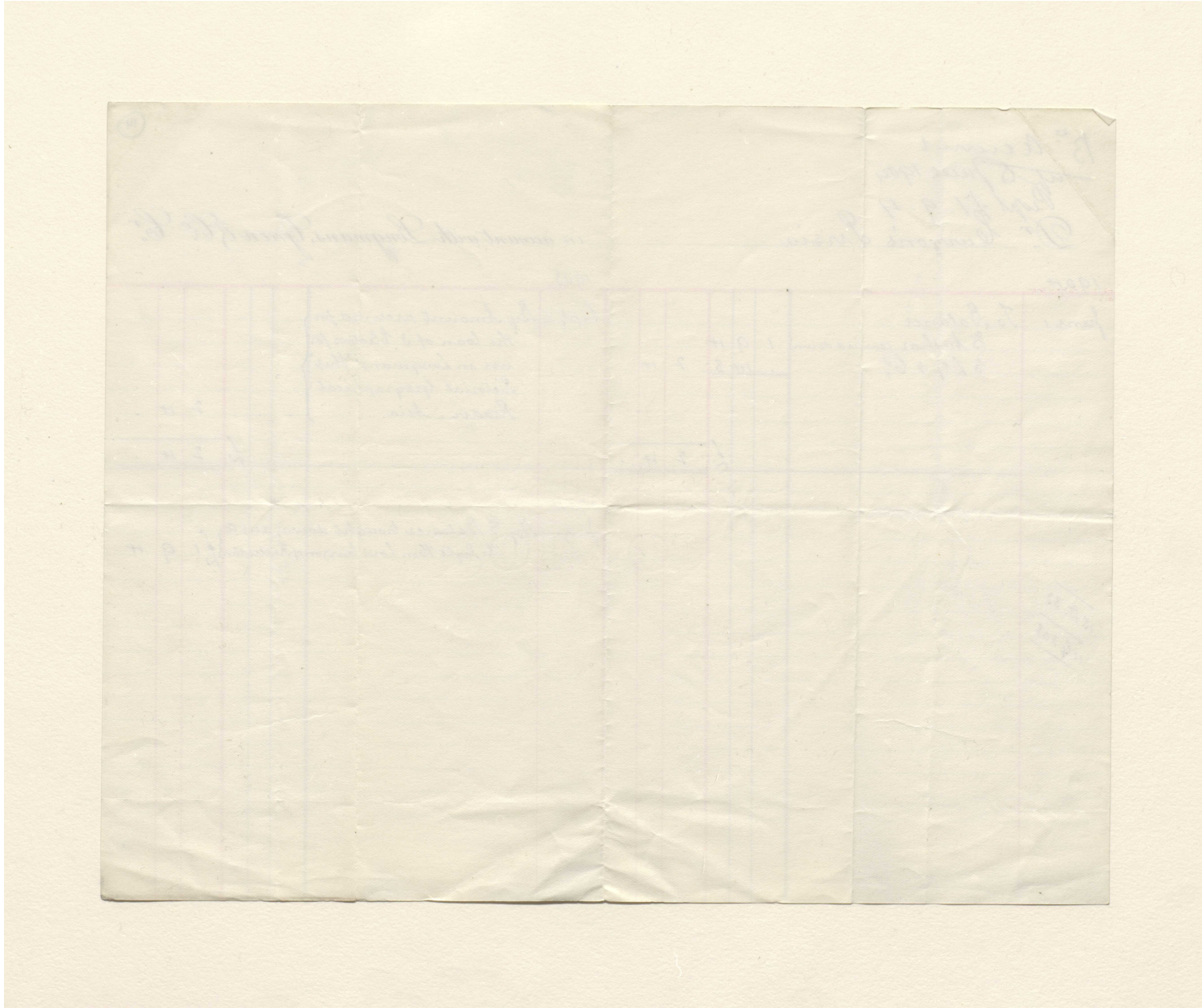
1



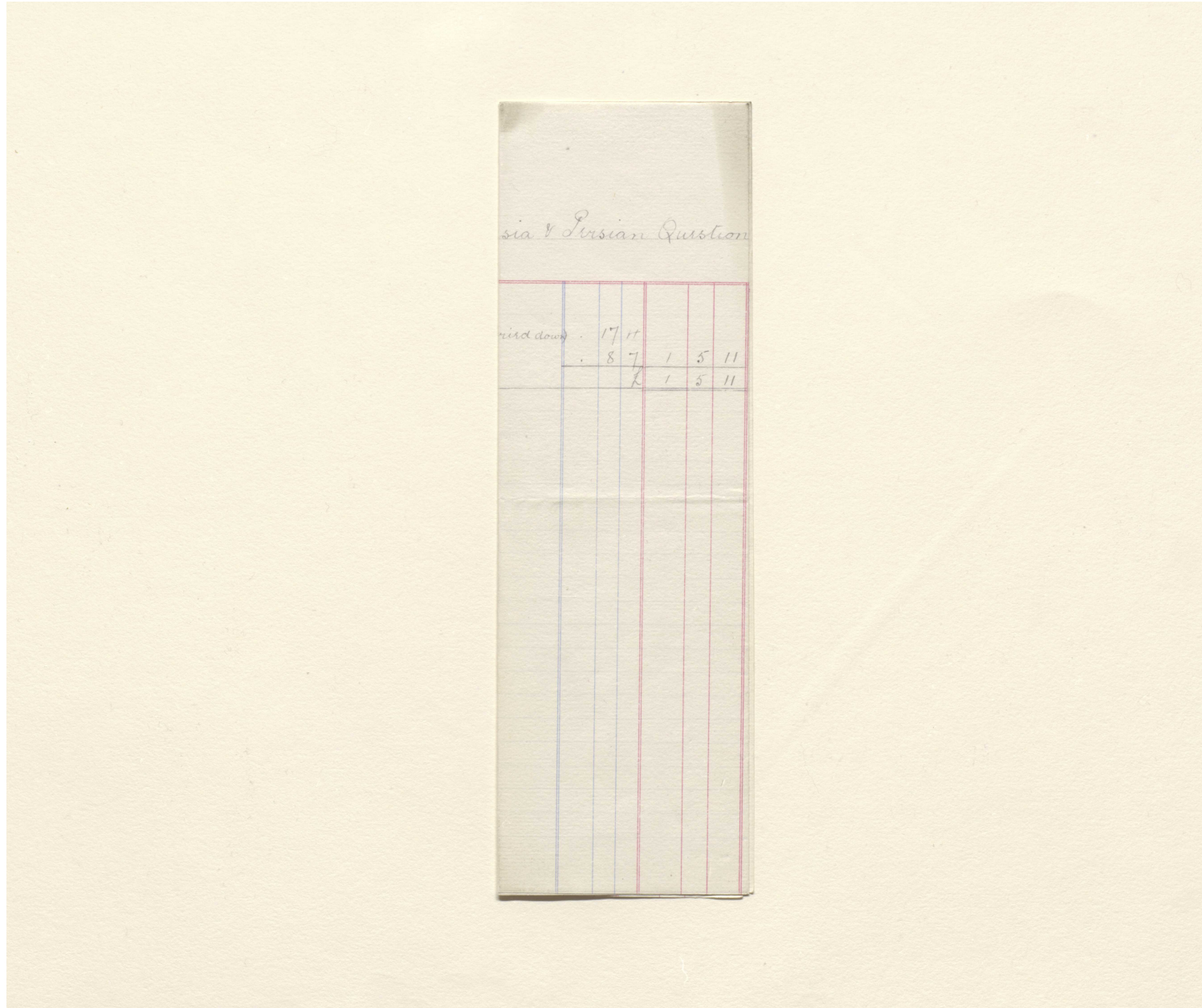




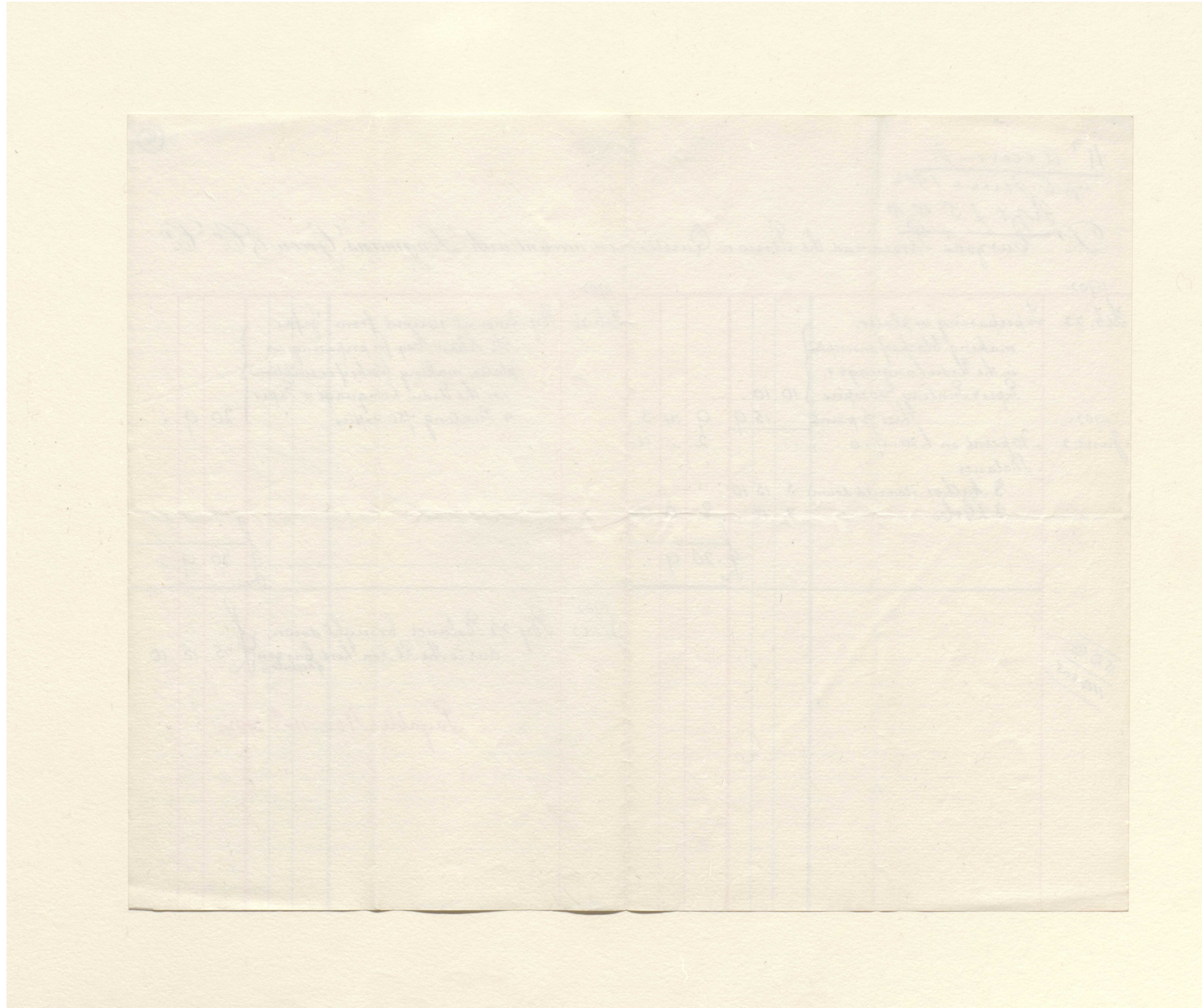




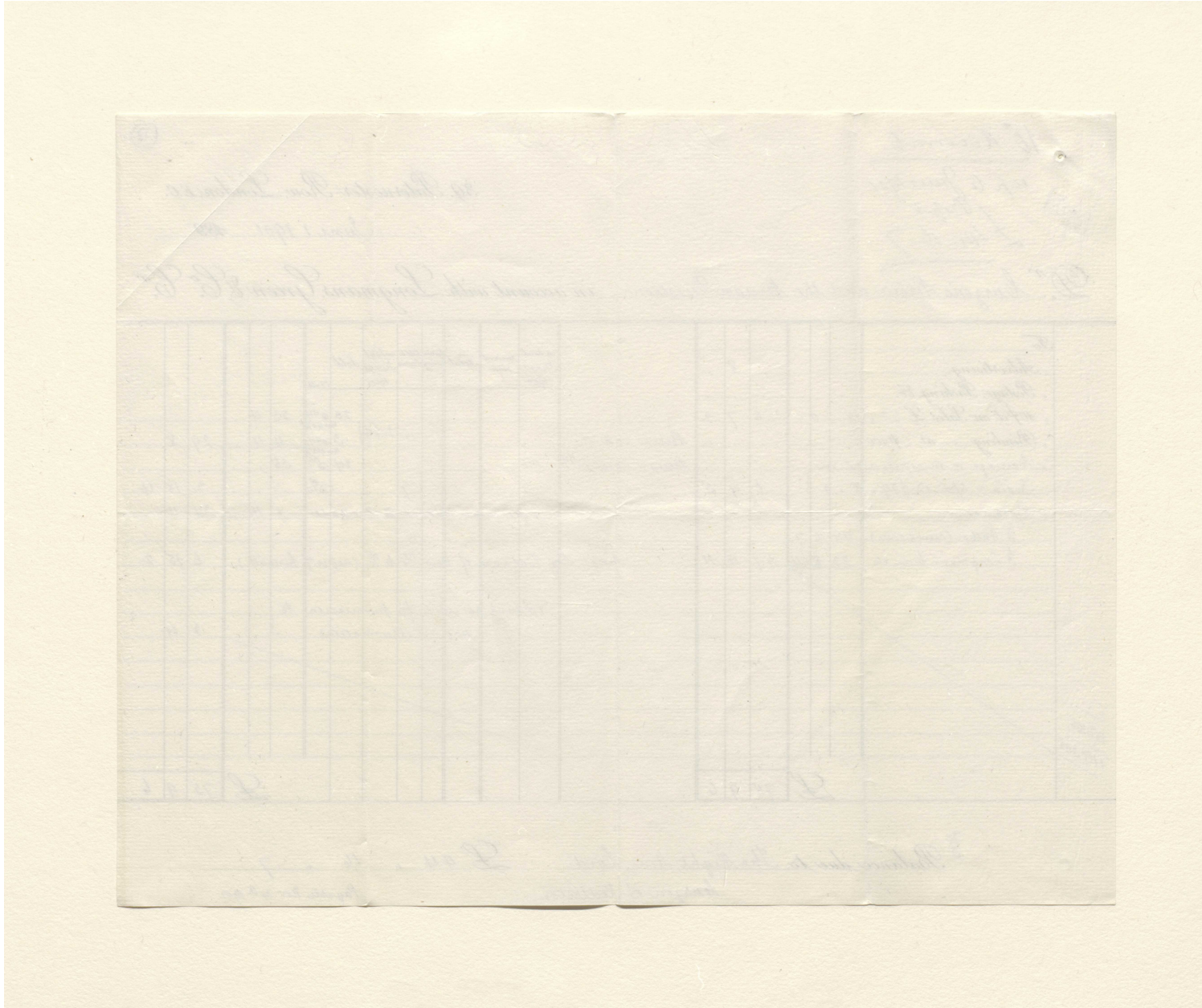










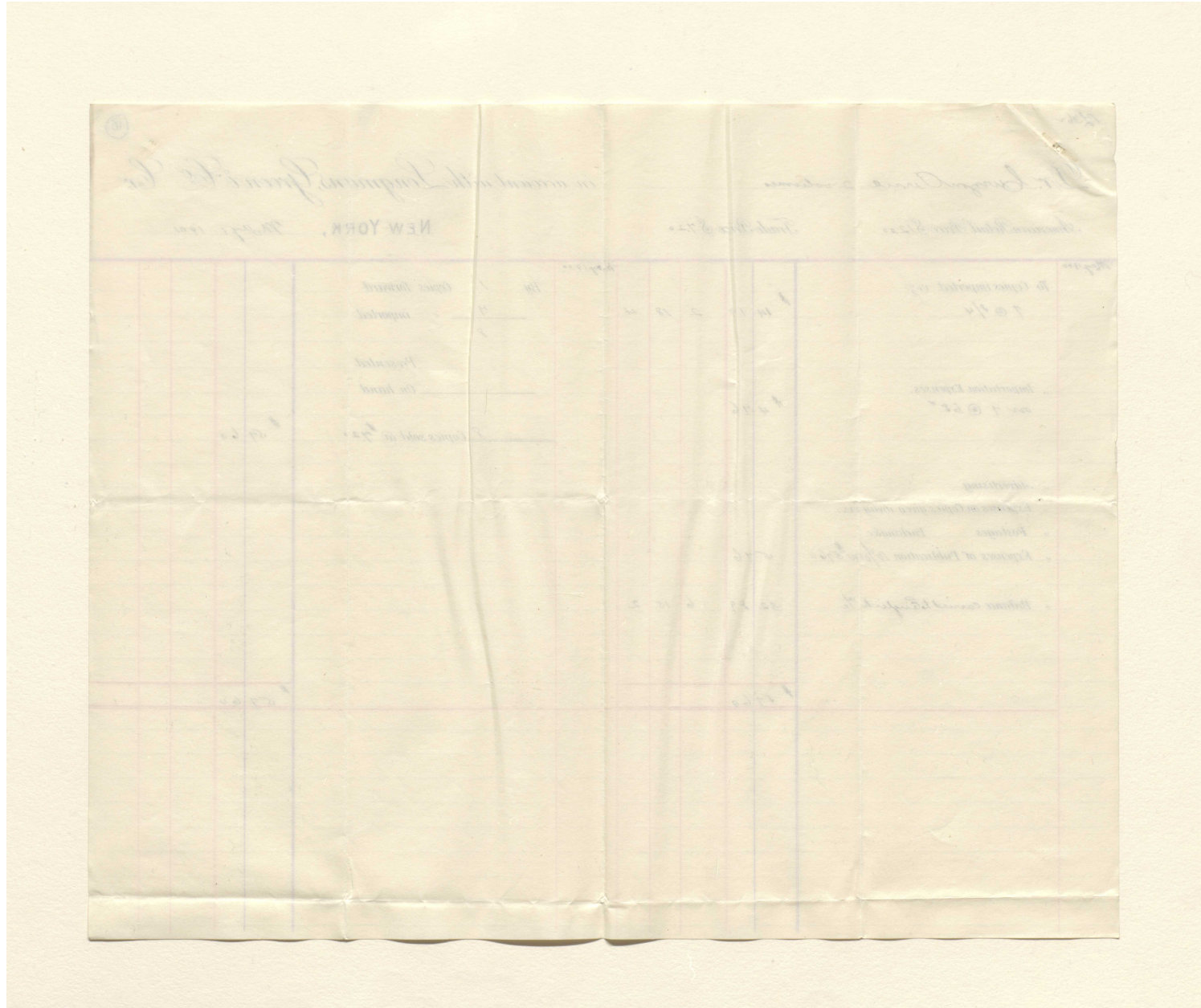


12362 (18)

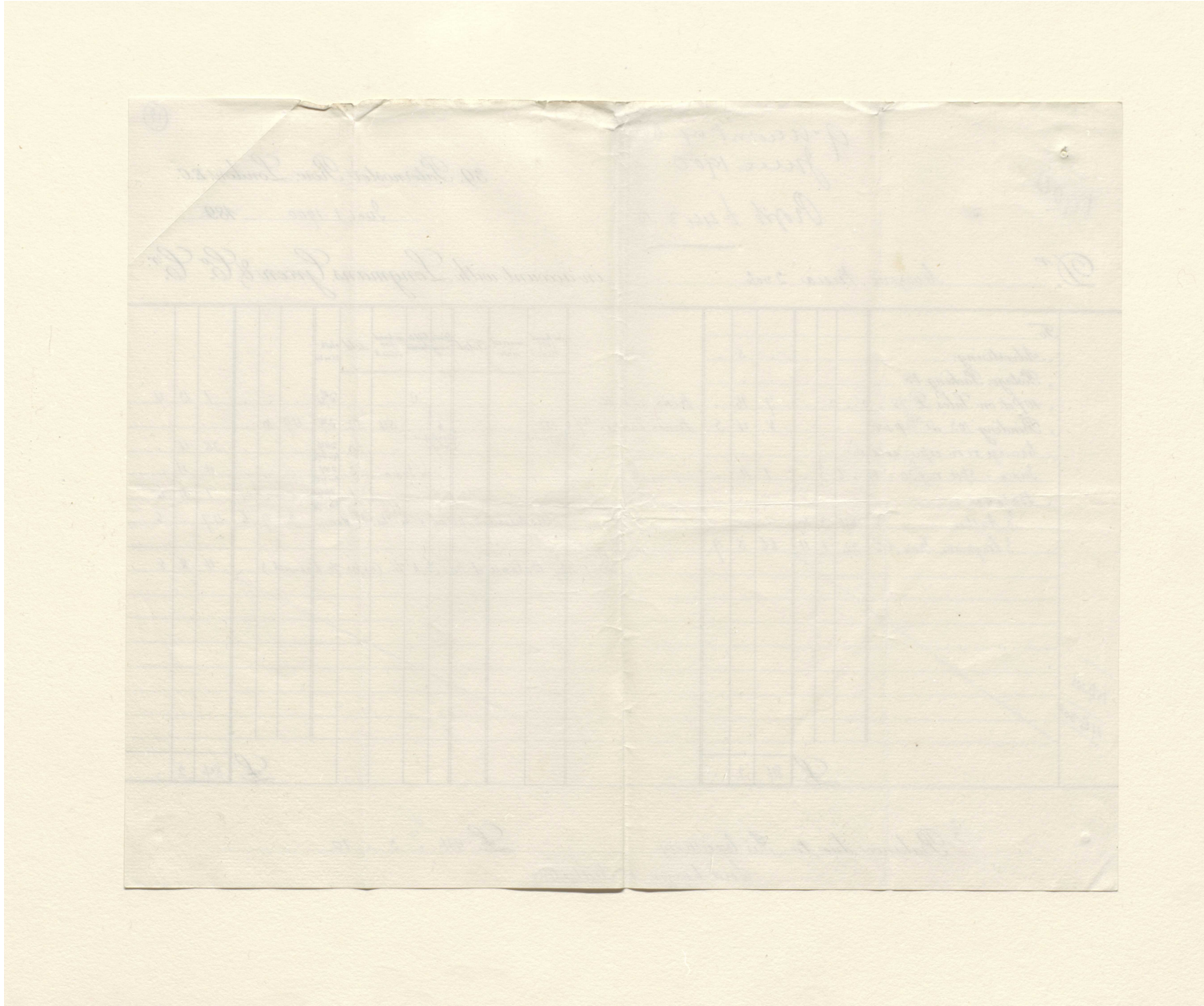
*Dr. George Currie 2 volumes* in account with *Longmans, Green & Co. Cr.*

American Retail Price \$12.00 Trade Price \$7.20 NEW YORK, May 1 1901

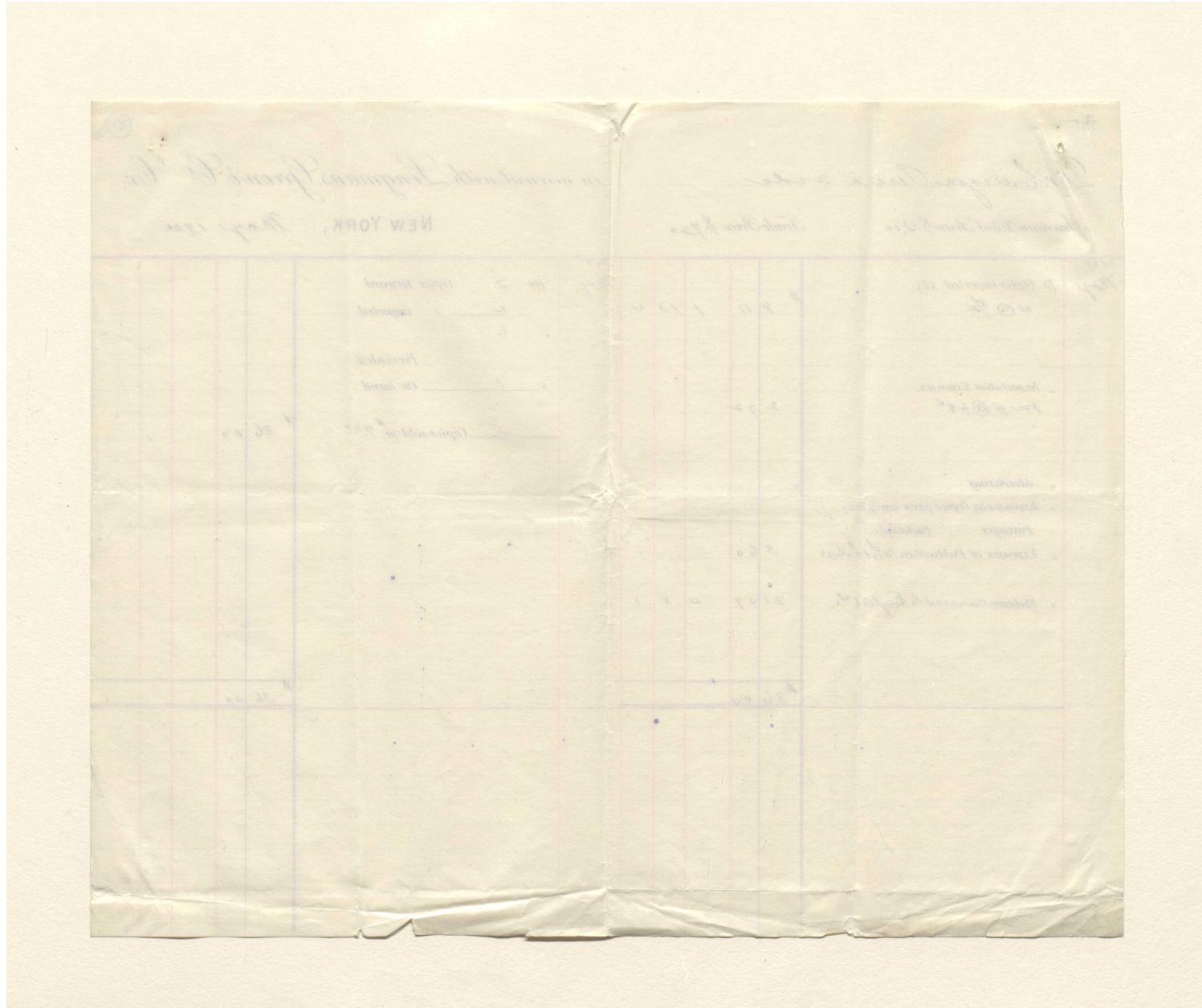
May 1900		May 1901	
To Copies imported viz:			
7 @ 2/4	\$ 14 19 2 18 44	By 1 Copies forward	
		7 " imported	
		8	
		Presented	
.. Importation Expenses.	\$ 4 76	On hand	
on 7 @ 68 "		£ Copies sold @ \$7.20	\$ 57 60
.. Advertising			
.. Expenses on Copies given away viz:			
.. Postages Packing &c.			
.. Expenses of Publication 10% on \$57.60	5 76		
.. Balance carried to English 1/2	32 89 6 15 2		
	\$ 57 60		\$ 57 60



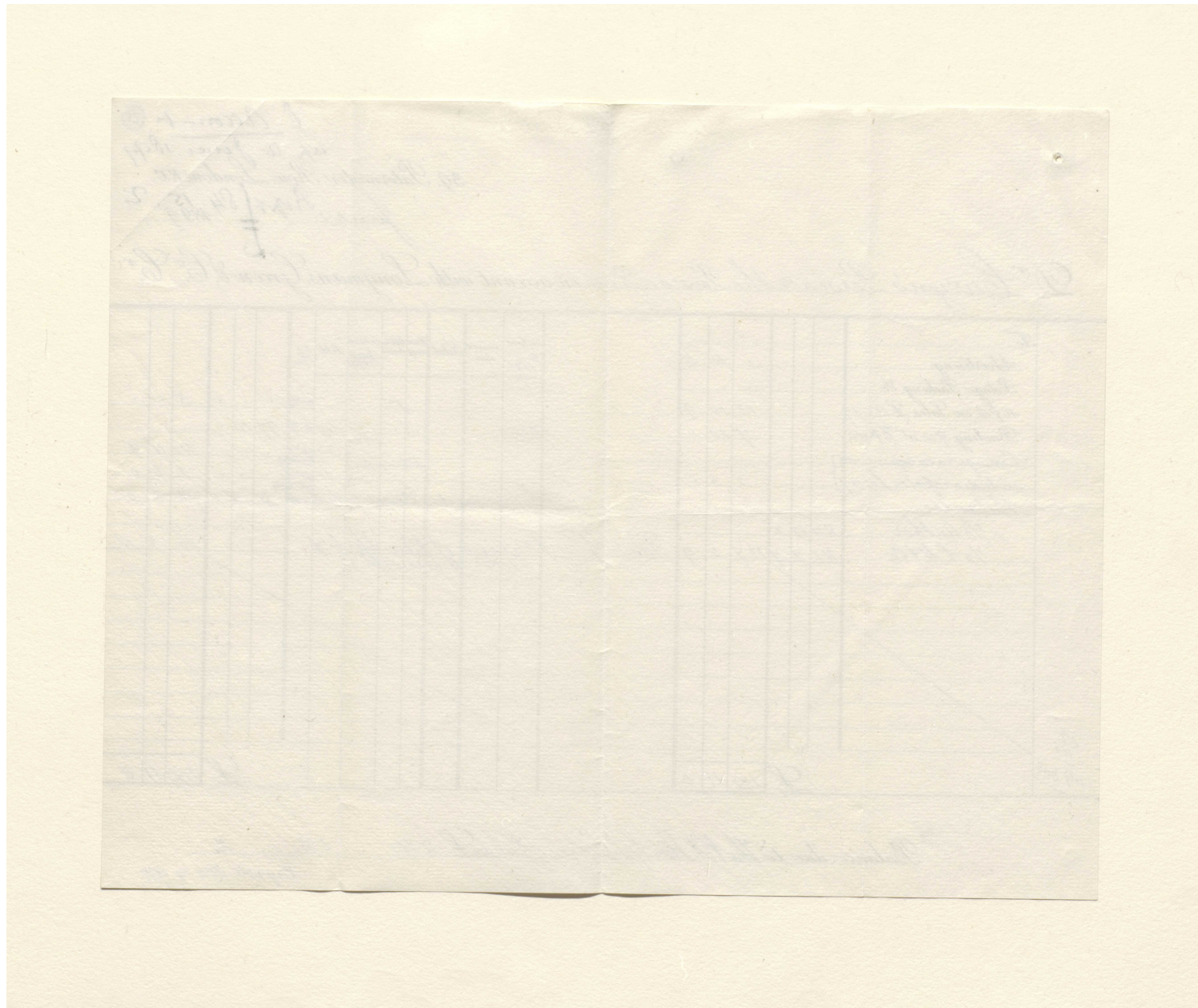












Notes and Letters on the Publication and Sale of Persia and the Persian Question [22r] (41/358)

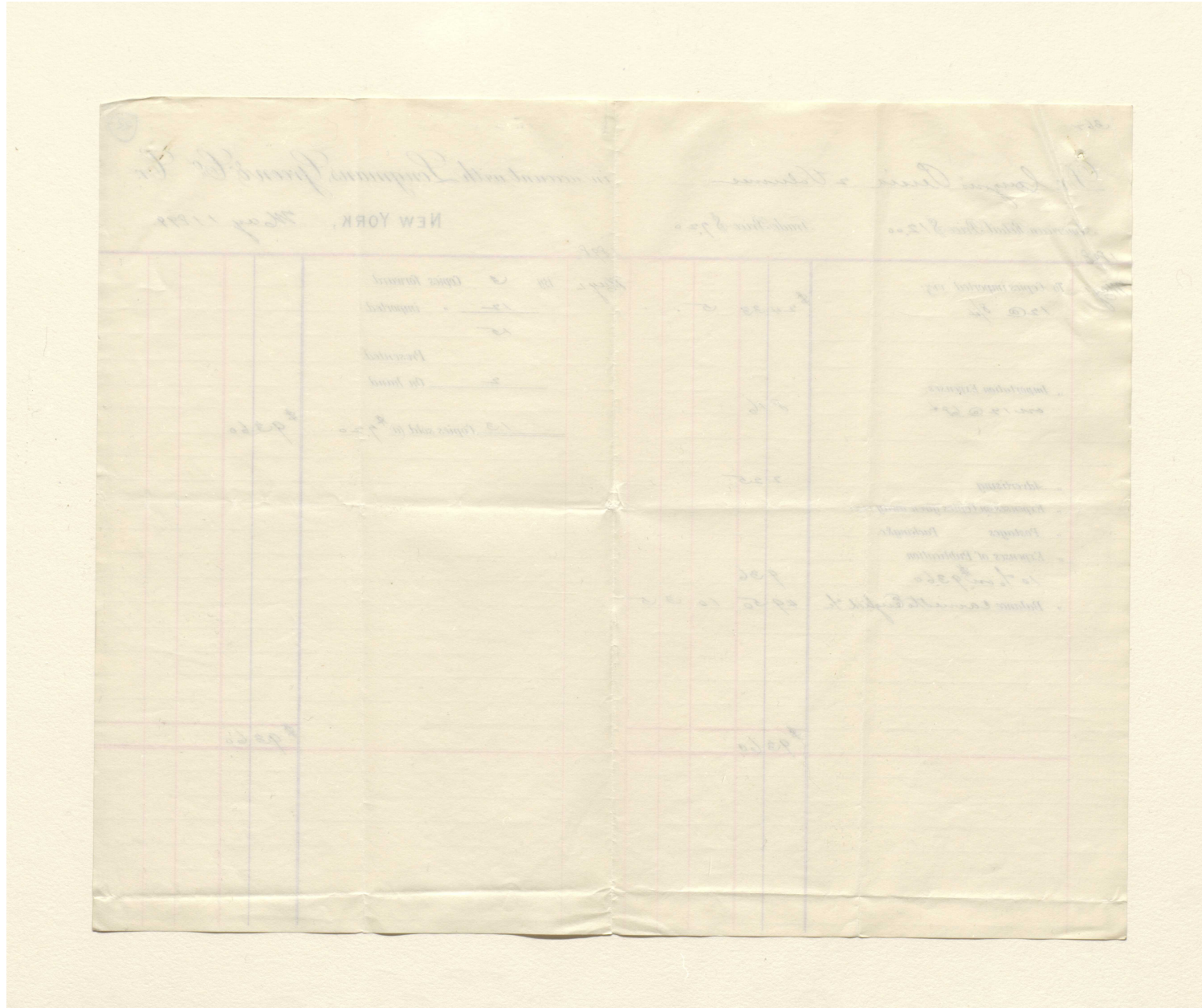
362

22

*Dr. Langens Persia 2 Volumes* in account with *Longmans, Green & Co. Cr.*

American Retail Price \$12.00      Trade Price \$7.20      NEW YORK, *May 1 1899*

<i>1898</i>	<i>May</i> To Copies imported viz:			<i>1899</i>
	12 @ $\frac{5}{4}$	\$24.33	5.	<i>May</i> By 3 Copies forward
				12 " imported
				15
				Presented
	.. Importation Expenses.			2 On hand
	on 12 @ .68¢	8.16		
				13 Copies sold @ \$7.20
				\$93.60
	.. Advertising	2.25		
	.. Expenses on Copies given away viz:			
	.. Postages      Packing &c.			
	.. Expenses of Publication			
	10% on \$93.60	9.36		
	.. Balance carried to English Ac	49.50	10.35	
		\$93.60		\$93.60

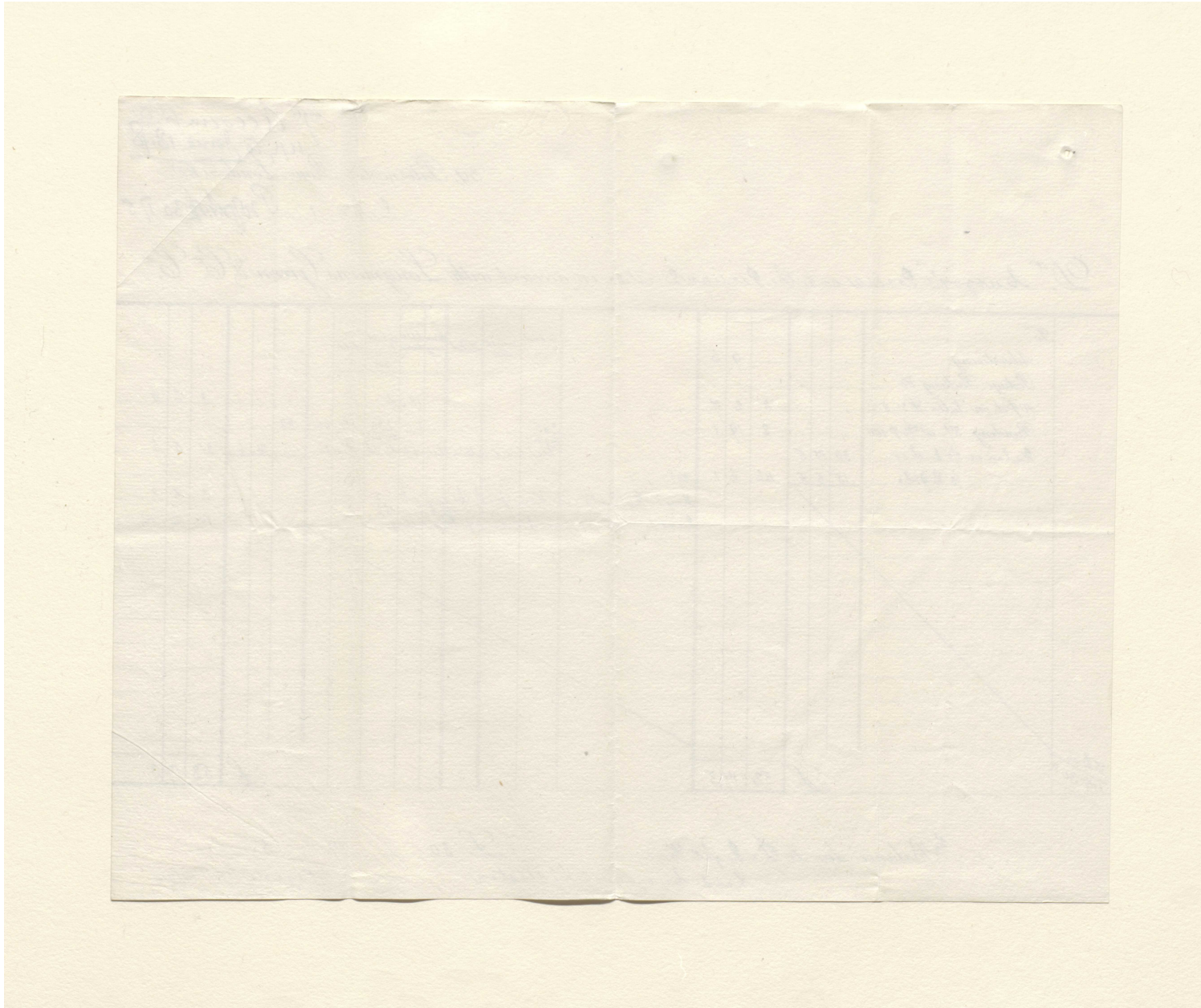


7<sup>th</sup> Account <sup>(23)</sup>  
up to June 1898  
39, Paternoster Row, London, E.C.  
June 1 Profit  $\pounds$  30.17.5

*D.<sup>r</sup> Surzon's 'Persia and the Persian Question' in account with Longmans, Green & Co. C.<sup>r</sup>*

To						on hand 1897	received since	Total	Greenfield's on hand 1898	on hand 1898	Sold	
Advertising												9 6
Postage, Packing &c.												3 2 7
10% on Sales $\pounds$ 31.5.6												2 19 1
Binding 37 <sup>th</sup> at 10% p 100												30 17 5
Balance $\frac{2}{3}$ books	30	17	5									15 8 8
$\frac{1}{3}$ 2420												46 6 1
												1898
												May 1. By Balance from York & Co. 7
												3 8 3
												14- 16 10
												15 10 6
												117 30 8
												$\pounds$ 52 17 3
												$\pounds$ 52 17 3

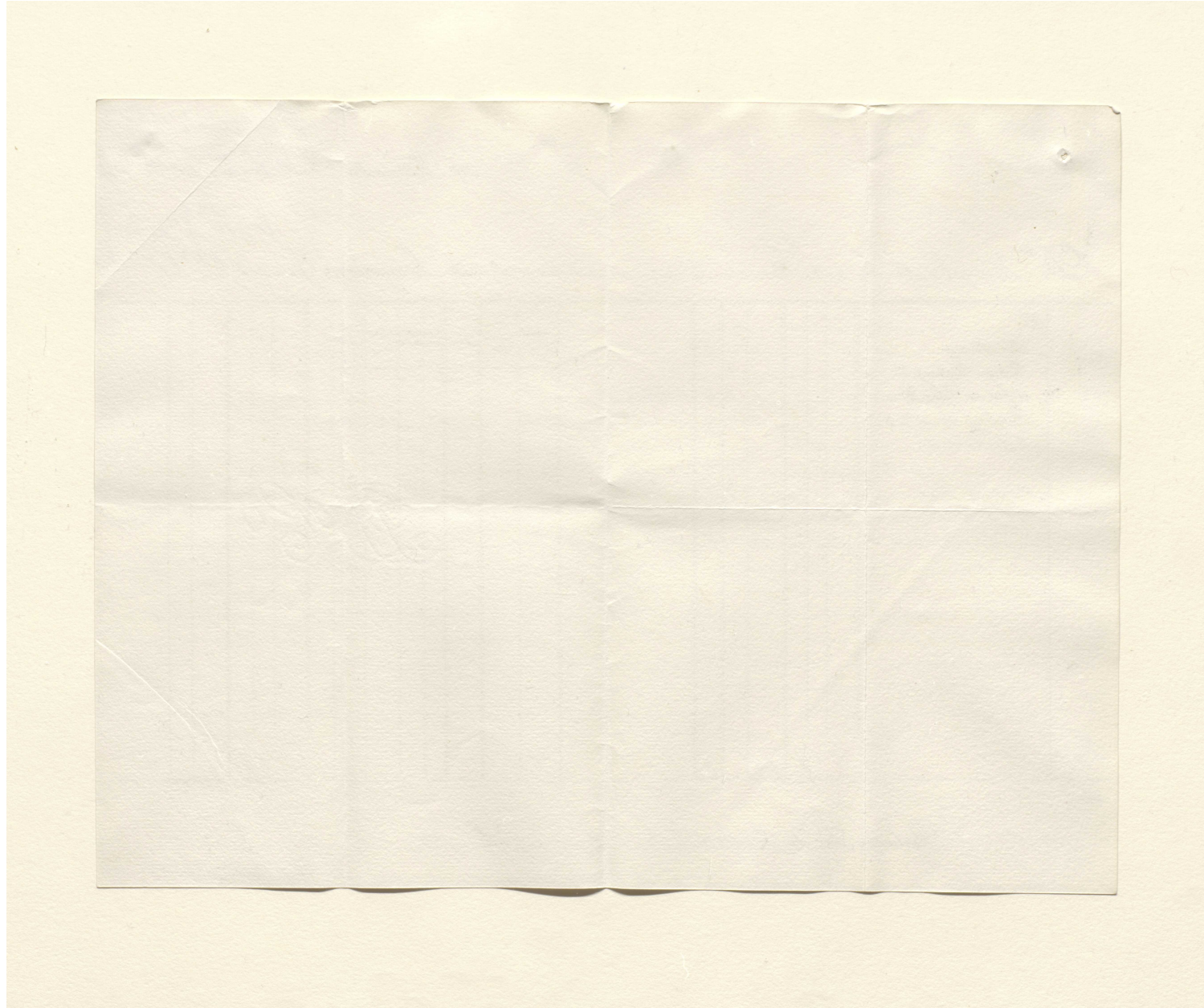
*Balance due to The Light Co.  $\pounds$  30 17 5*  
*Lord Surzon of Redleston*  
*Payable Nov. 14/98*



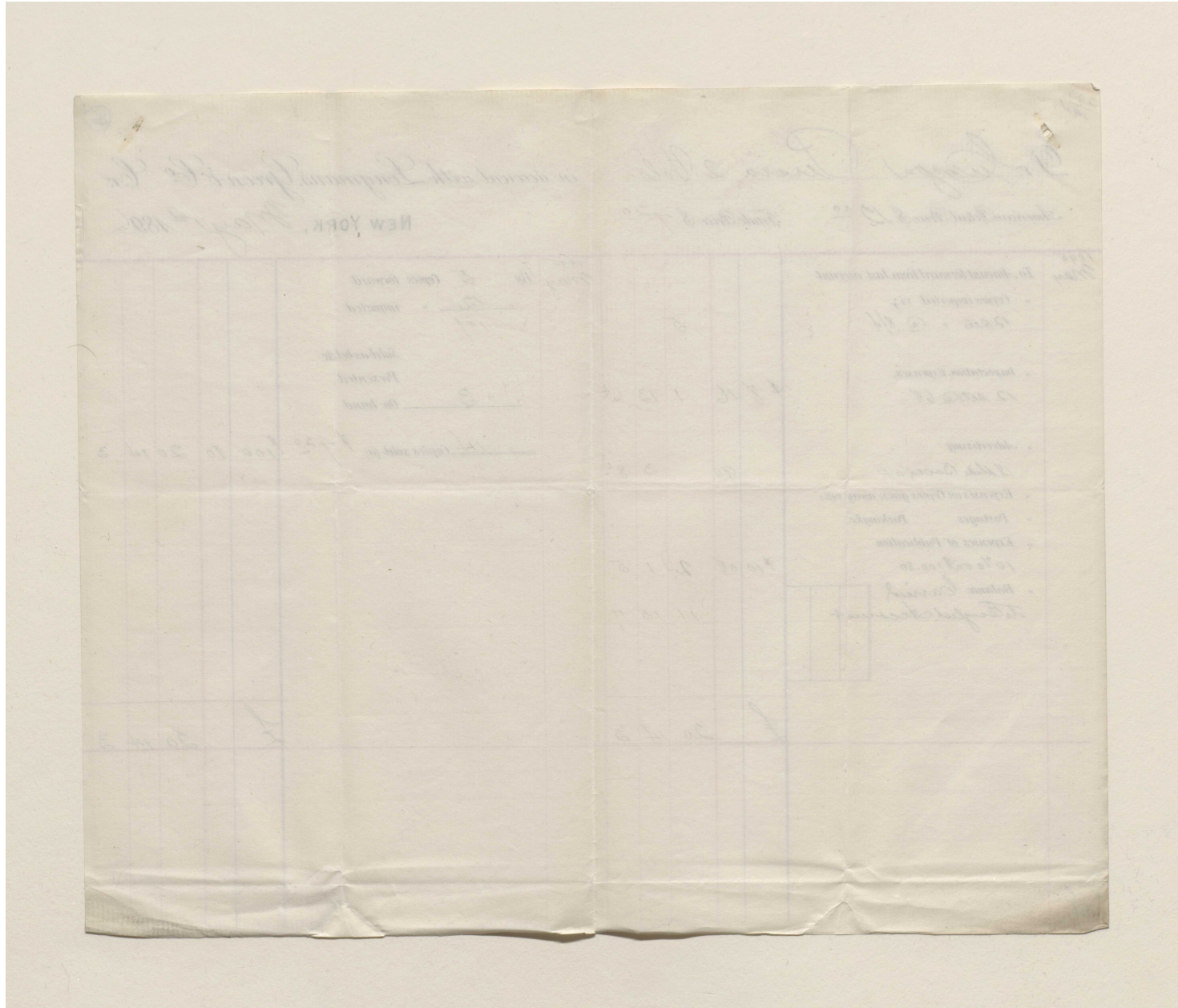


The image shows a handwritten ledger page with a grid of blue lines. At the top, there is a header section with the text "NEW YORK" and some illegible handwriting. Below this, the page is divided into several columns and rows. The right side of the page contains handwritten entries, including numbers and some words, which appear to be financial or accounting records. The paper is aged and shows signs of wear, including creases and discoloration.

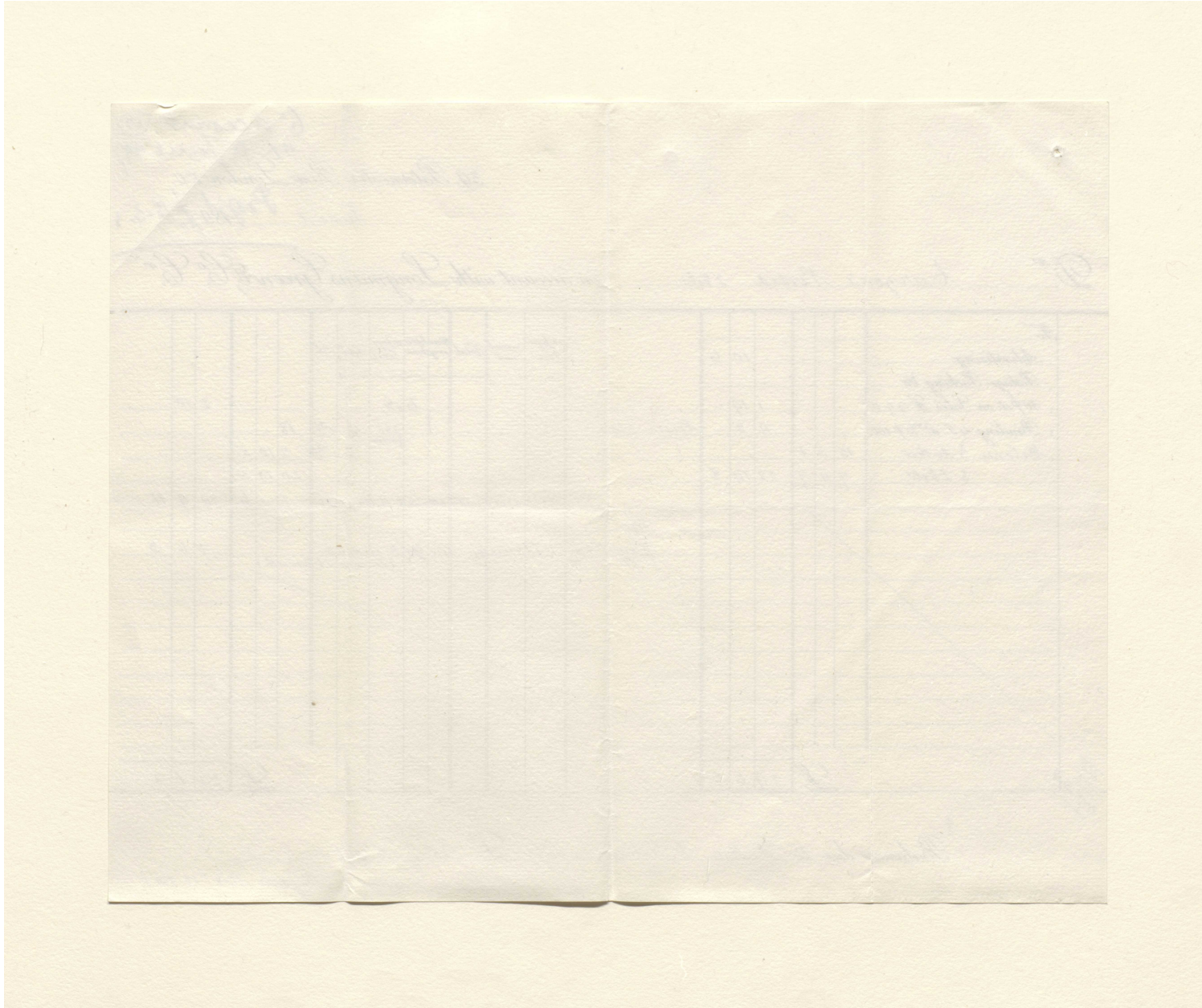










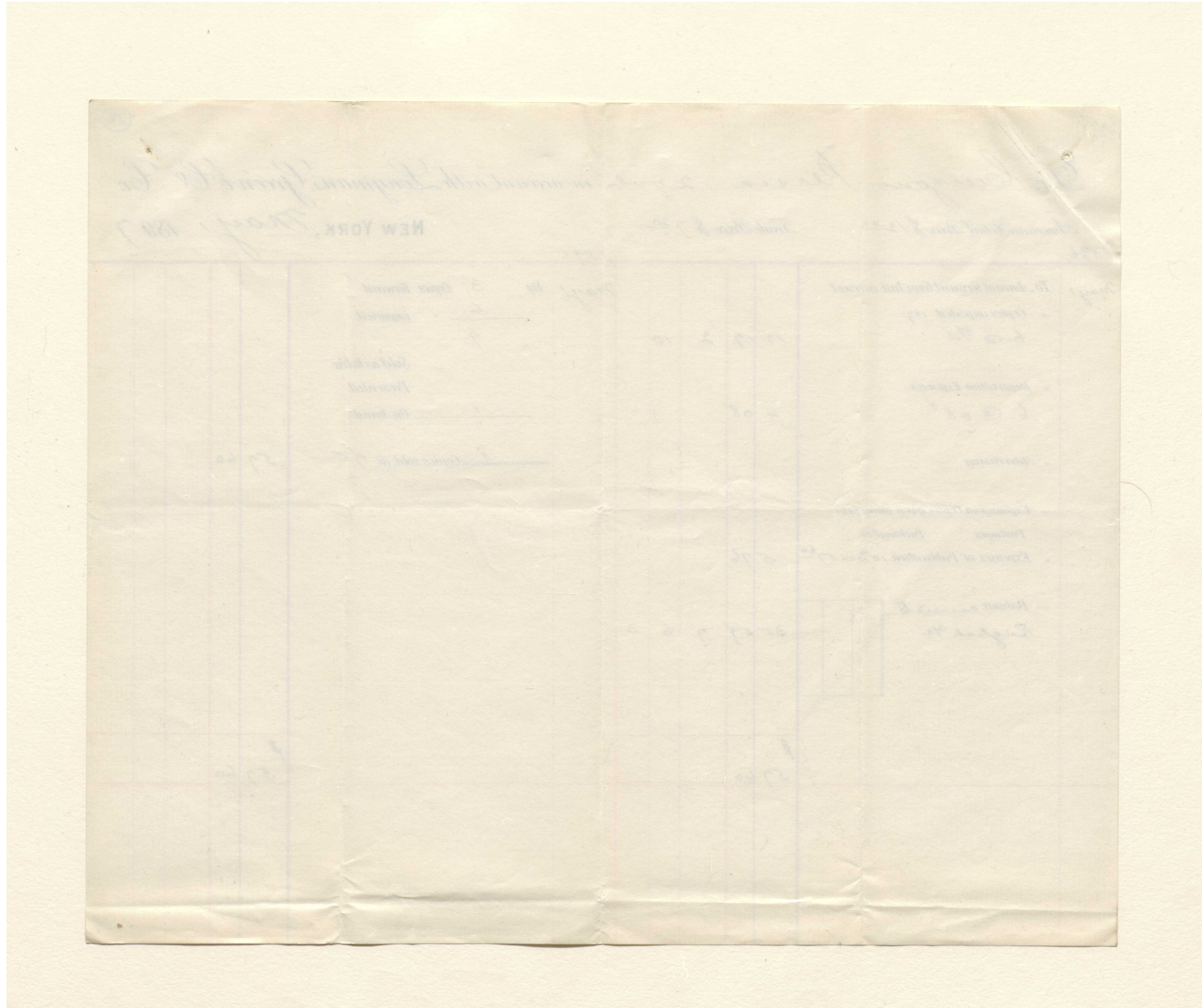


(28)

*Dr. Curzon Persia 2 vols. in account with Longmans, Green & Co Cr.*

American Retail Price \$12.00 Trade Price \$7.00  
NEW YORK, May 1 1897

1896				1897			
May 1	To. Amount forward from last account			May 1	By 3 Copies forward		
	" Copies imported viz:				6 " imported		
	6 @ 8.4	12	17 2 10		9		
	" Importation Expenses.					Sold as below	
	6 @ 68 <sup>d</sup>	4	08		1	Presented	
	" Advertising					On hand	
	" Expenses on Copies given away viz:				8 Copies sold @ 7.00		57 60
	" Postages Packing &c.						
	" Expenses of Publication 10% on 57.60	5	76				
	" Balance carried to English &c		35 59 7 6 3				
		\$	57 60				57 60



4<sup>th</sup> account of A. (29)  
to June 1895  
No. 10. 10

*Persia and the Persian Question*  
in Account with Longmans & Co.

1894		Cr		£ s d		
June	By 371	Copies brought forward (quires)				
			12	Added to America @ 4d	5	0
				Presented		
		338	326	On hand June 1895		
		33		Sold 25 as 24 @ 30% doth		
				L. 48. 0. 0		
				Less discounts allowed to the Trade	3	3 9
				By Balance of New York account	19	19 1/2
				L	69	15 4 1/2
1895		Dr		£ s d		
June	To					
				10 pct on £ 44. 16. 3	4	9 7 1/2
				Pending 45 Copies @ 12 1/2 p. 100	4	2
				Advertising		7 6
				Balance 3/4 Author	40	10 10
				3/4 L & Co.	20	5 5
				L	69	15 4 1/2

15/8  
10/5  
11/9 30/8

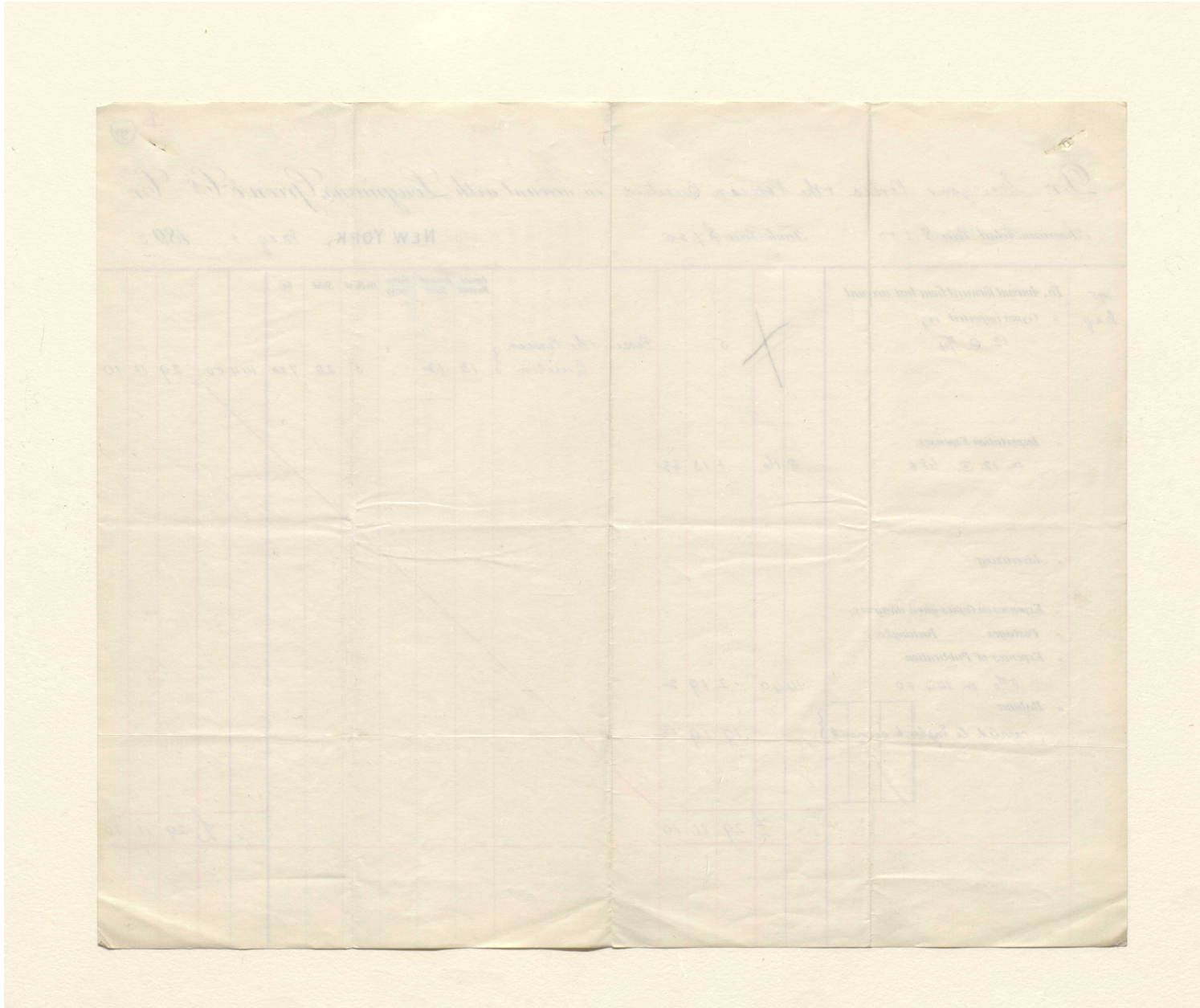
Author's Balance £ 40. 10. 10

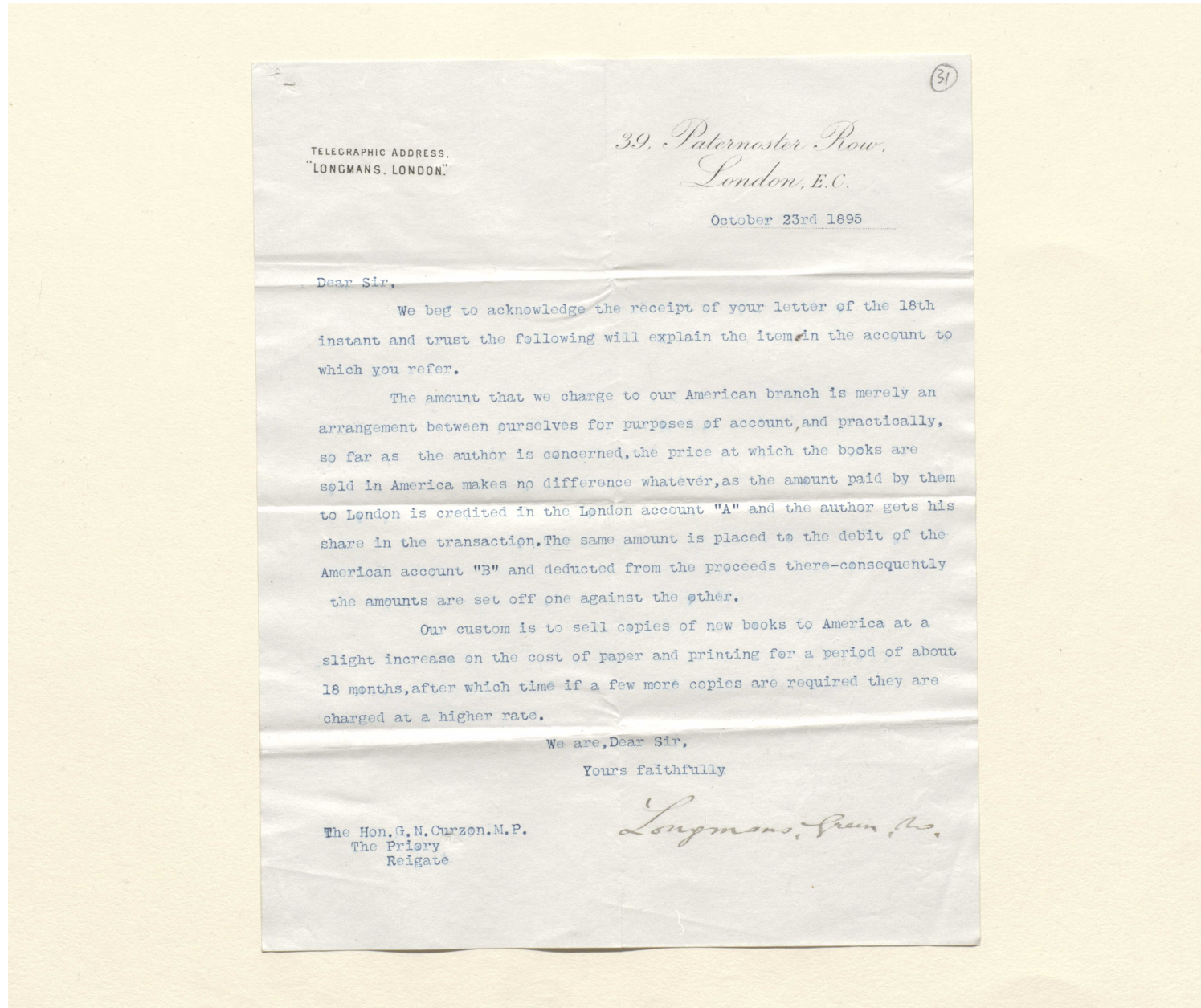
Payable Novr 14. 1895

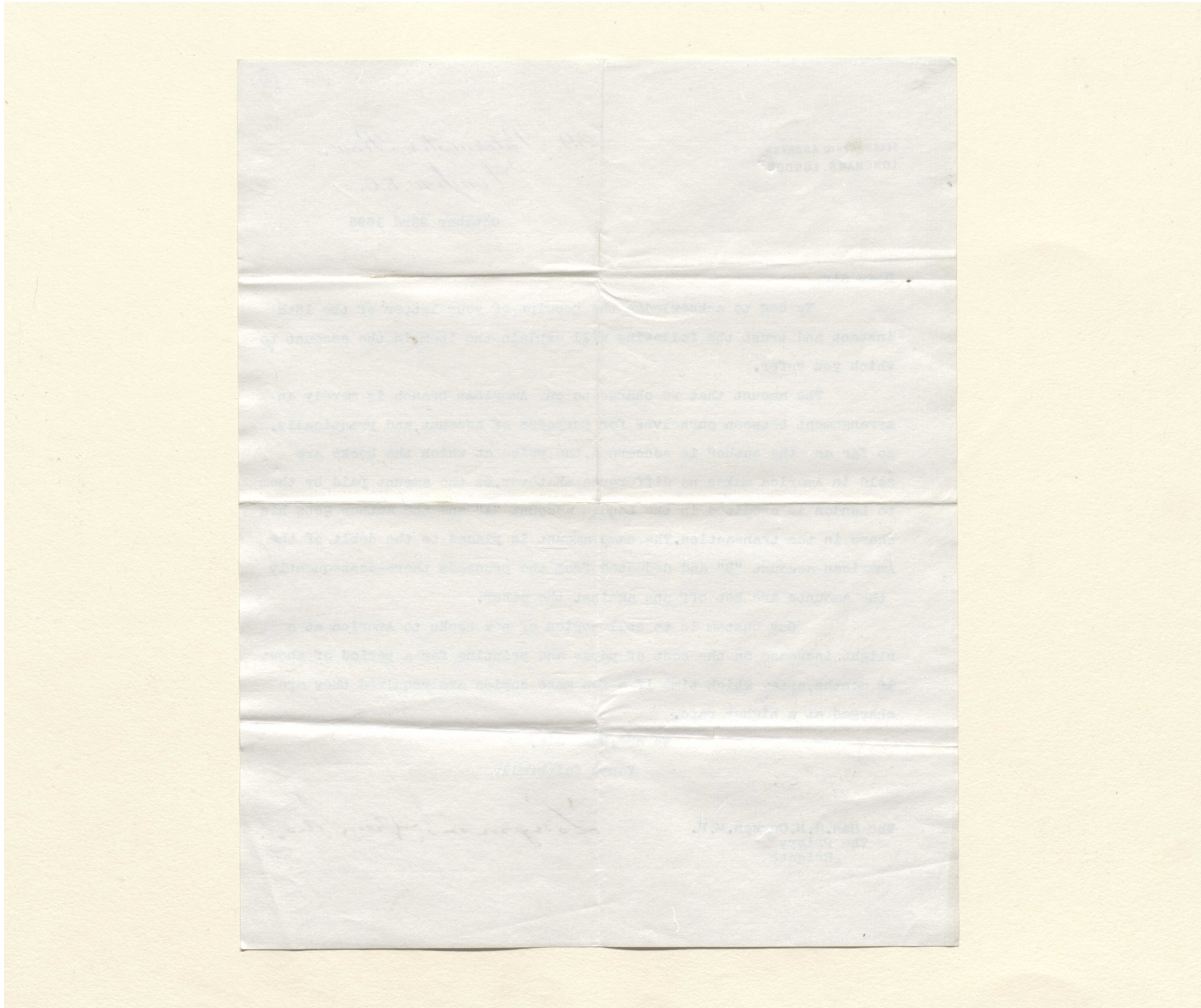
E



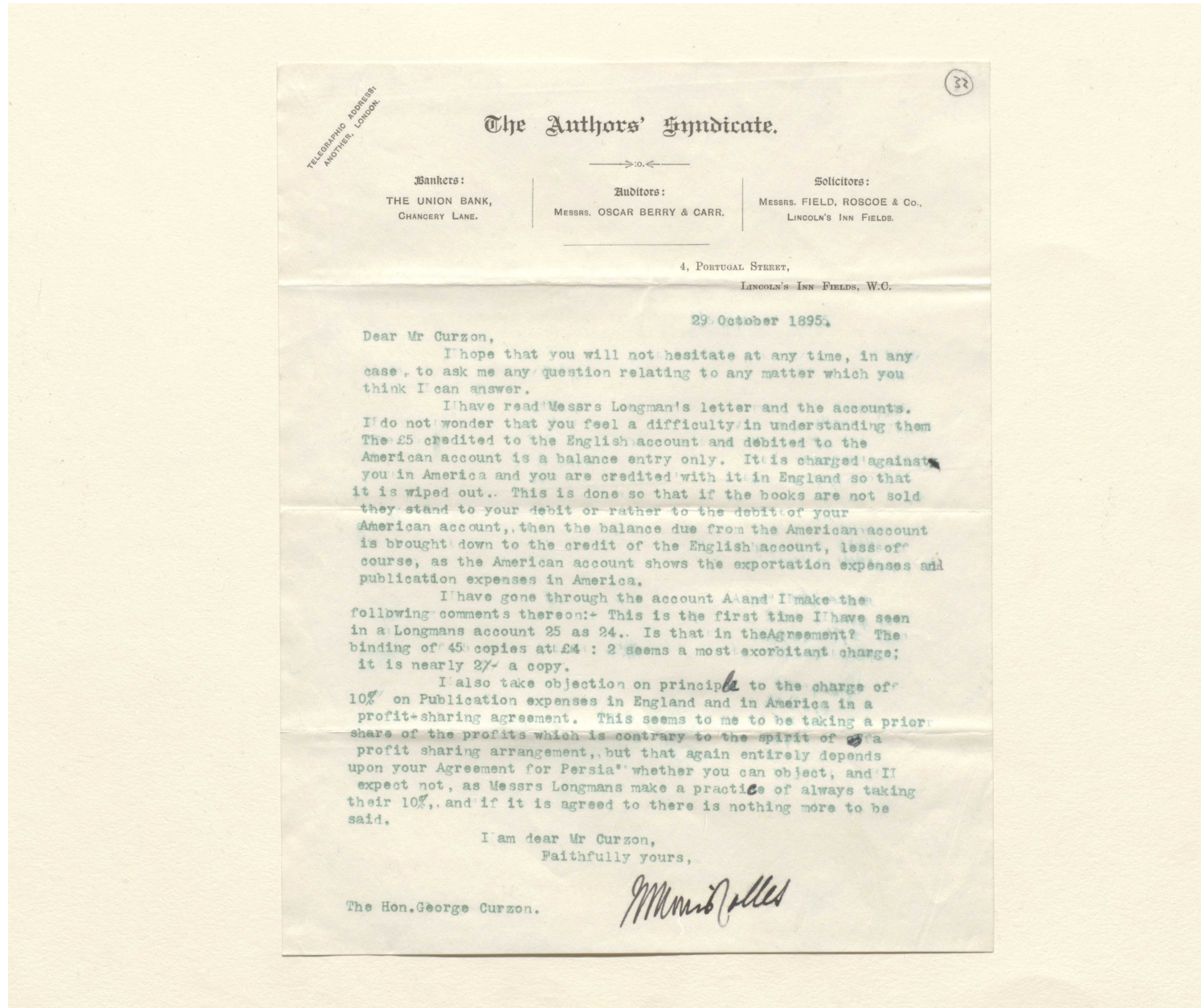


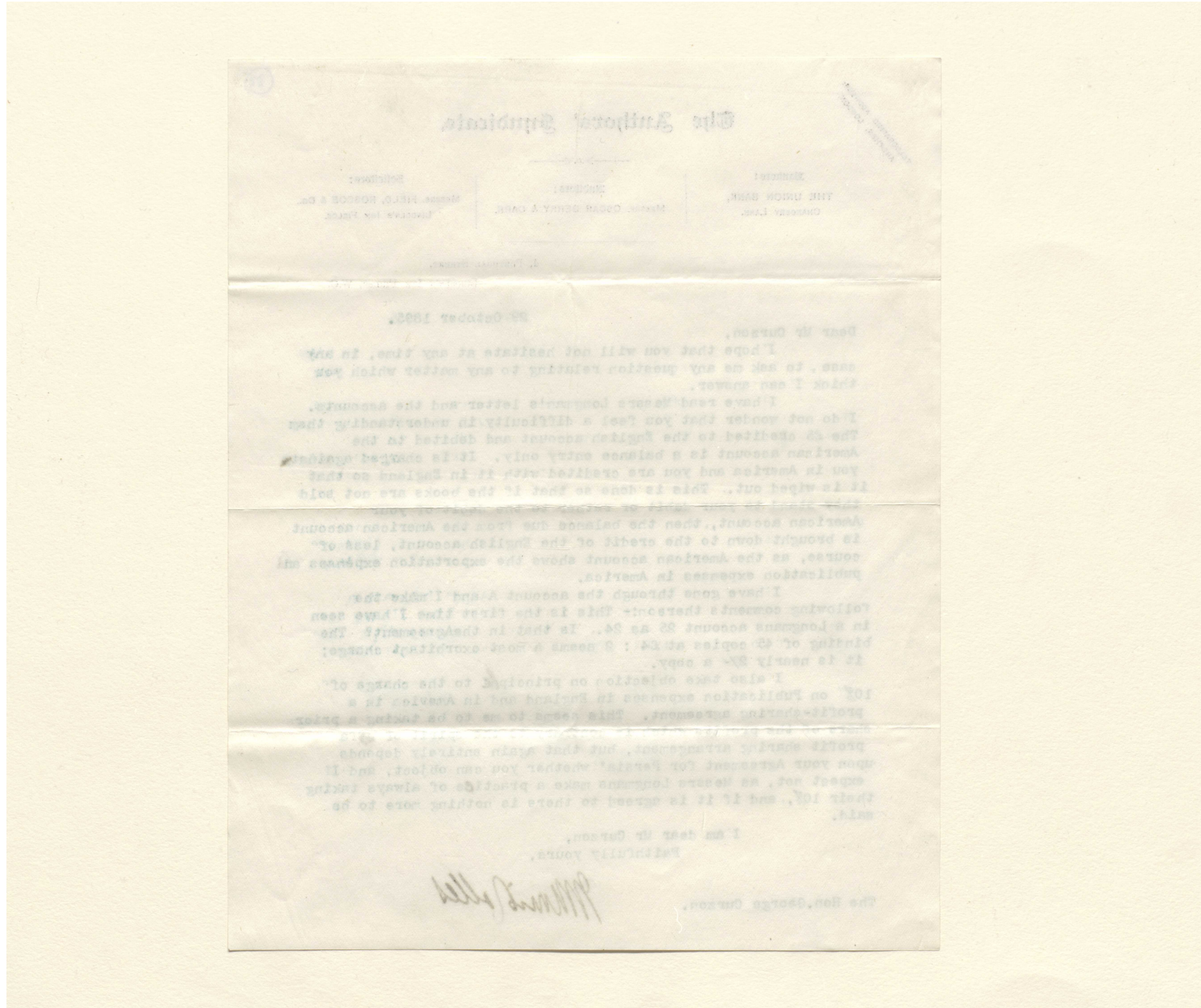


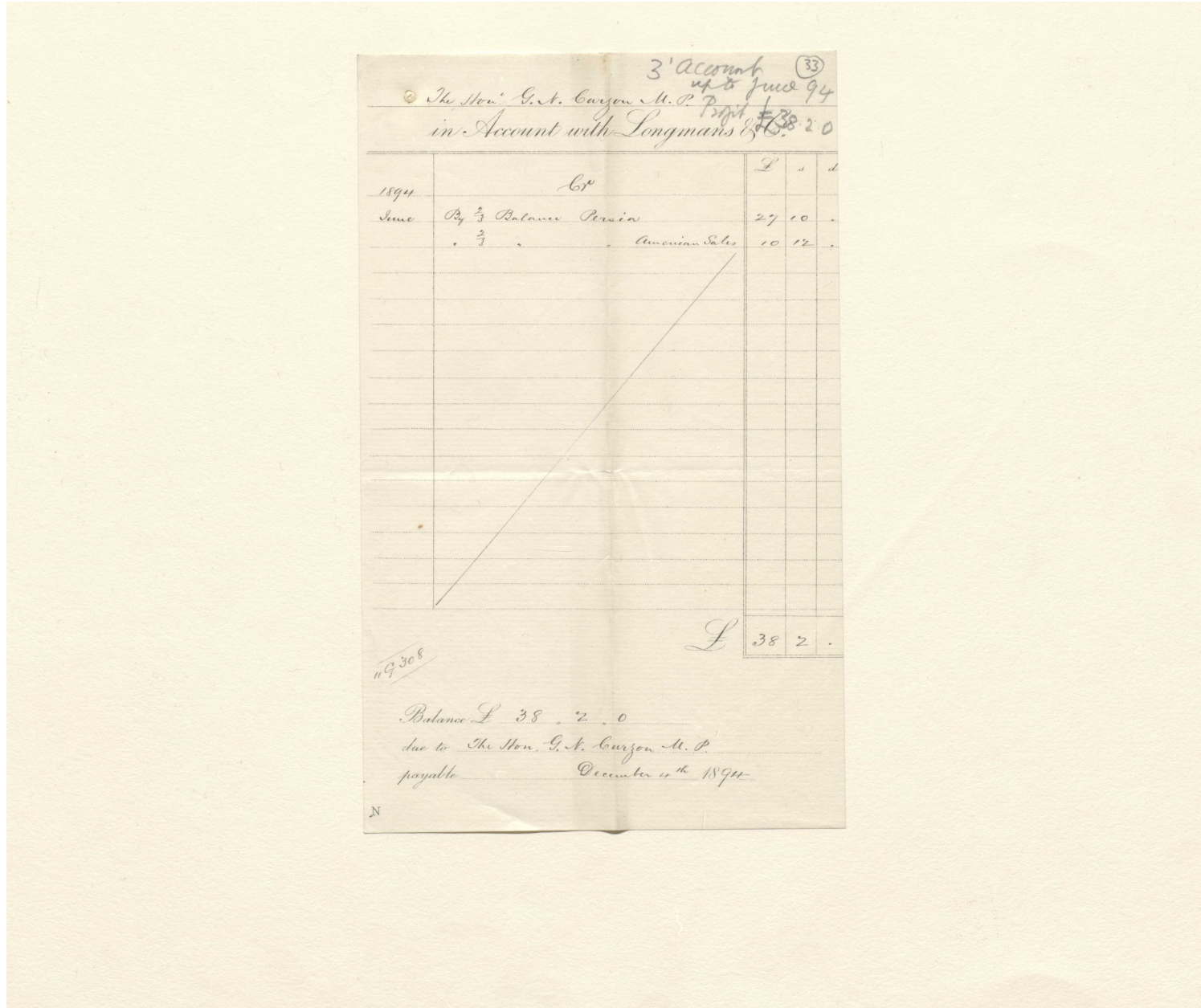




Notes and Letters on the Publication and Sale of Persia and the Persian Question [32r] (61/358)

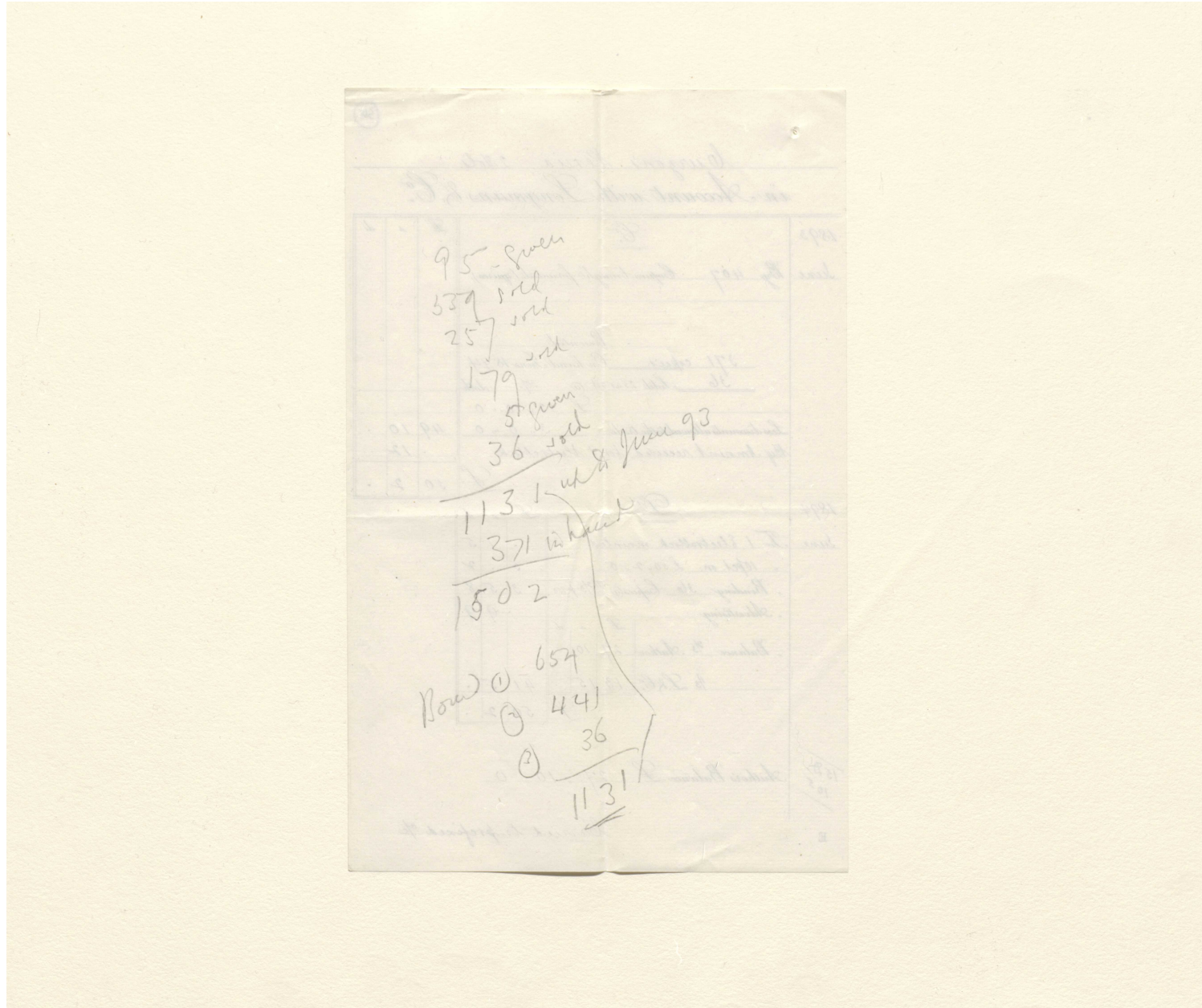












35

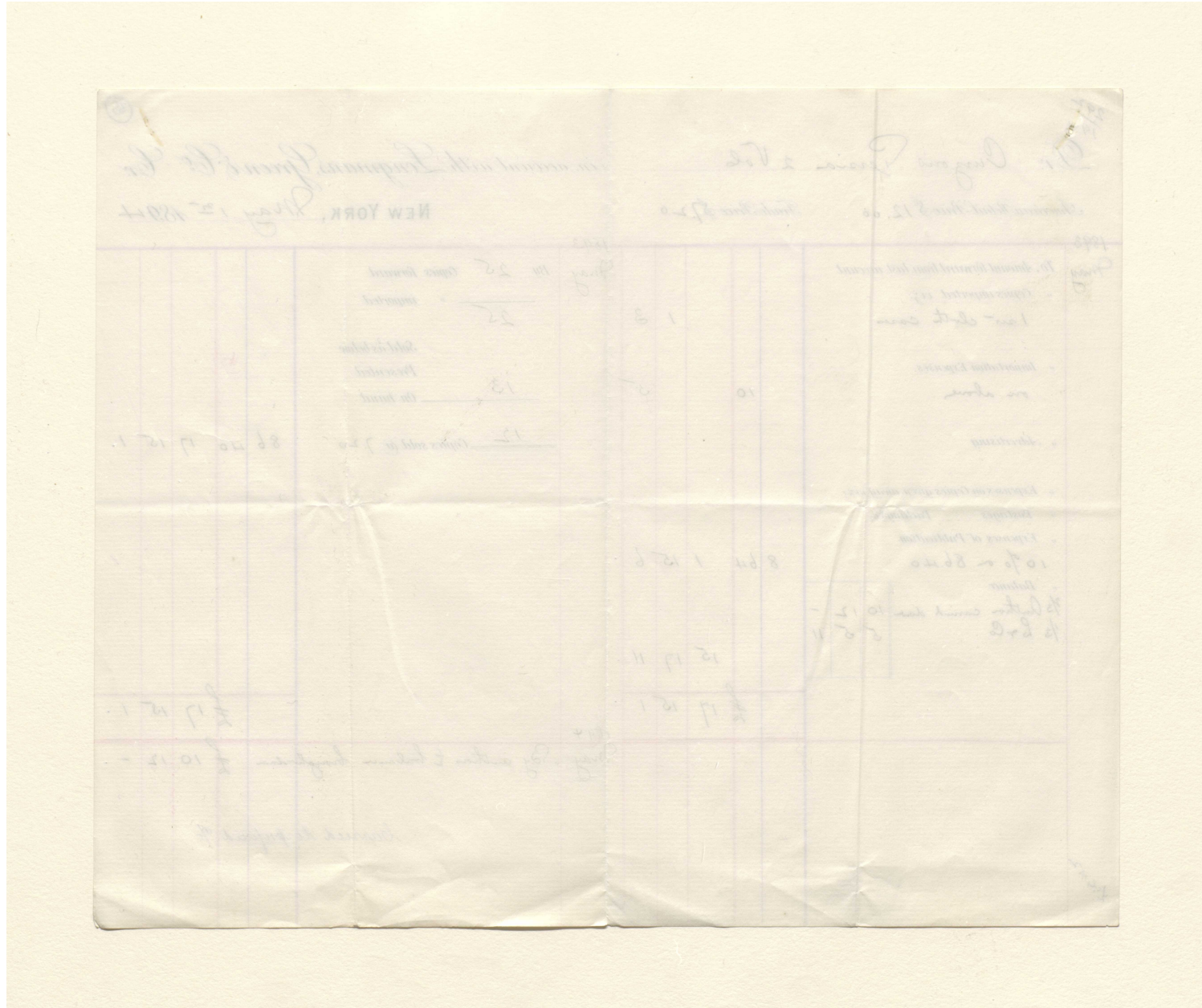
29<sup>2</sup>/<sub>19</sub>

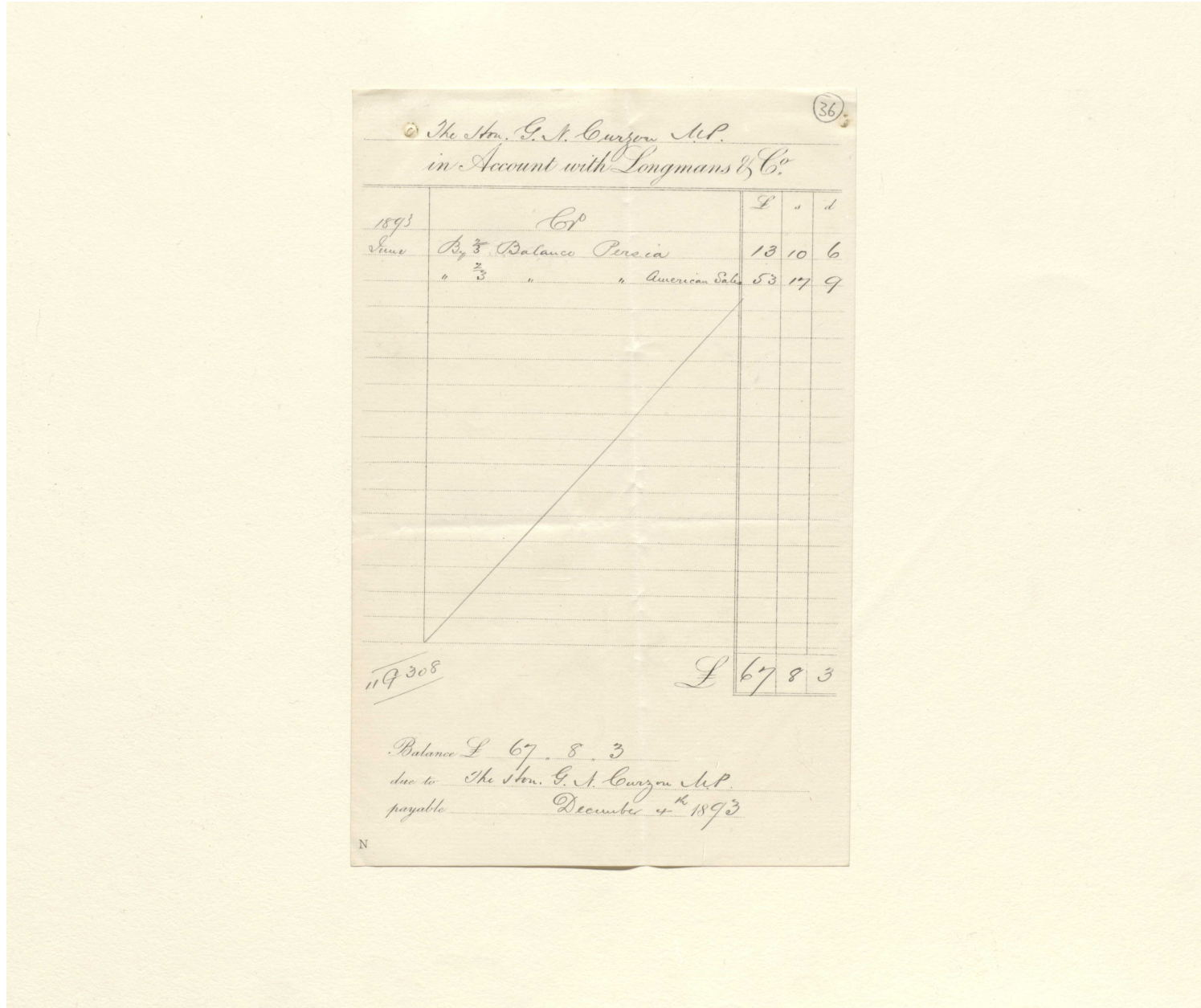
Dr. Curzous Persia 2 Vols in account with Longmans, Green & Co. Cr.

American Retail Price \$12.00 Trade Price \$7.20 NEW YORK, May 1<sup>st</sup> 1894

<p>1893</p> <p>May To. Amount forward from last account</p> <p>" Copies imported viz:</p> <p>1 in cloth case 1 3</p> <p>" Importation Expenses on above 10 5</p> <p>" Advertising</p> <p>" Expenses on Copies given away viz:</p> <p>" Postages Packing &amp;c.</p> <p>" Expenses of Publication 10% on 86.40 8 64 1 15 6</p> <p>" Balance</p> <p>1/3 Author carried down 10 12 -</p> <p>1/3 L &amp; Co 5 5 11</p> <p>15 17 11</p> <p>\$ 17 15 1</p>	<p>1893</p> <p>May By 25 Copies forward</p> <p>25 " imported</p> <p>Sold as below</p> <p>13 Presented</p> <p>On hand</p> <p>12 Copies sold @ 7.20 86 40 17 15 1</p>
<p>1894</p> <p>May By author's balance brought down \$ 10 12 -</p> <p>Carried to prepaid a/c.</p>	

\$ 17 15 1







2. Account (37)  
upto June 1893  
Profit (SNC) £67 8. 3

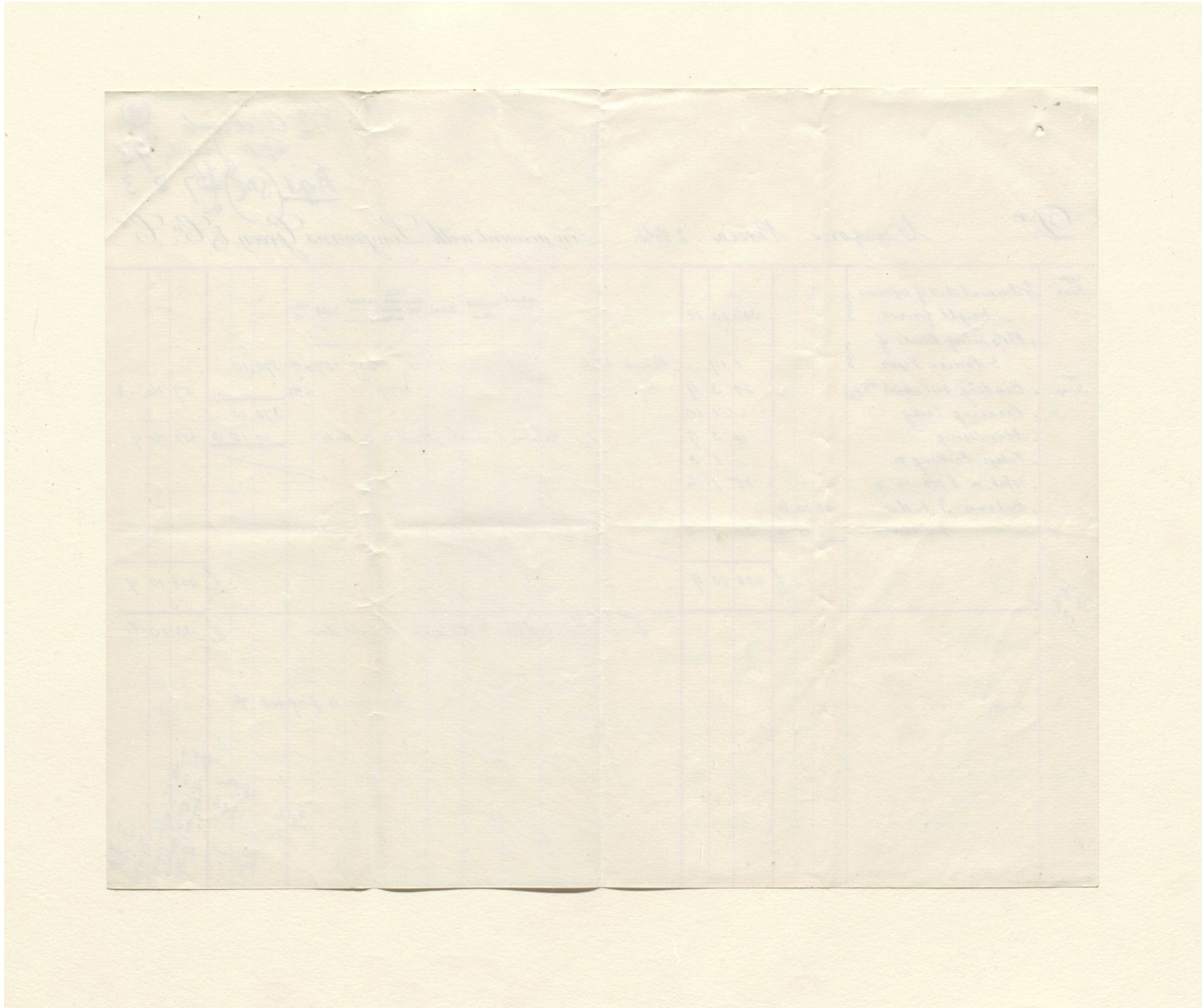
D<sup>r</sup> ... Surgeon's Persia 2 Vols. ... in account with Longmans, Green & Co. C<sup>r</sup>

1892 Date	To Amount short of expenses			on hand 1892 Date	received since	Total	Sold from stock on hand 1892 Date	on hand 1893 Date	Sold 1893 Date	
	brought forward	306	13	11						
	Photo relief Blocks of 3 Persian Views	1	19							
1893 Date	Binding 441 copies @ 1/100	40	3	9						
	Revising 1 copy		1	10						
	Advertising	4	3	9						
	Postage, Packing &c.		1	3						
	10 pch. on £350. 14. 9	35	1	6						
	Balance B. Author £286	13	10	6						
		6	15	3	20	5	9			
		£	408	10	9					
1893 Date	By Author's B. Balance brought down									£
										13
										10
										6

Carried to prefixed op.

Sold: 1892 554  
1893 436  
995  
100  
1095  
407 2/2  
150 2/2

Profit sum



Dr. Curzon's Persia 2 Vols. in account with Longmans, Green & Co. Cr.

American Retail Price \$ 12.00 Trade Price \$ 7.20 NEW YORK, May 1 1893

292  
1914

38

1892				1893			
May				May			
To. Amount forward from last account				By - Copies forward			
" Copies imported viz:				179	" imported		
179 @ 6/5 1/2		57	16 0 1/2	179			
" Importation Expenses.				Sold as below			
on 179 @ 52 f	93	08	19 2 6 1/2	7	Presented		
" Advertising	180	63	37 2 4	32	25 On hand		
" 150 slip boxes @ 0.2 1/2 f	3	75	15 5	147 Copies sold @ \$ 7.20			
" Expenses on Copies given away viz:						1058	40 217 9 9
" Postages Packing &c. 42 f	42		1 9				
" Expenses of Publication							
10% on 1058.40	105	84	21 15 -				
" Balance							
1/3 Author carried down	53	17	9				
1/3 L & Co	26	18	11				
			80 16 8				
			£ 217 9 9				£ 217 9 9
				1893			
				May	By authors 1/3 balance brot down	£ 53	17 9
							Carried to prepaid %

L. G. 107



Card C Phellott on Persia <sup>(39)</sup>

GONVILLE AND CAIUS COLLEGE,  
CAMBRIDGE.

28<sup>th</sup> January 1914

Dear Lord Curzon

I write to thank you  
for your letter of 23<sup>rd</sup> January.

I shall be glad of the  
privilege of dedicating the  
dictionary to you.

Although you imply that  
you have done nothing to  
earn recognition for students  
of Persian, I seem to remember  
that two volumes bearing your

name are still the standard in the  
work on Persia. Still more, I know  
know (and of this you may not  
be aware) that your interest in  
Persian studies and your official  
action in modernizing the  
examinations, stimulated officers  
not only to appear for examinations  
but also to visit Persia.

No other Viceroy, in modern  
times, has evinced any

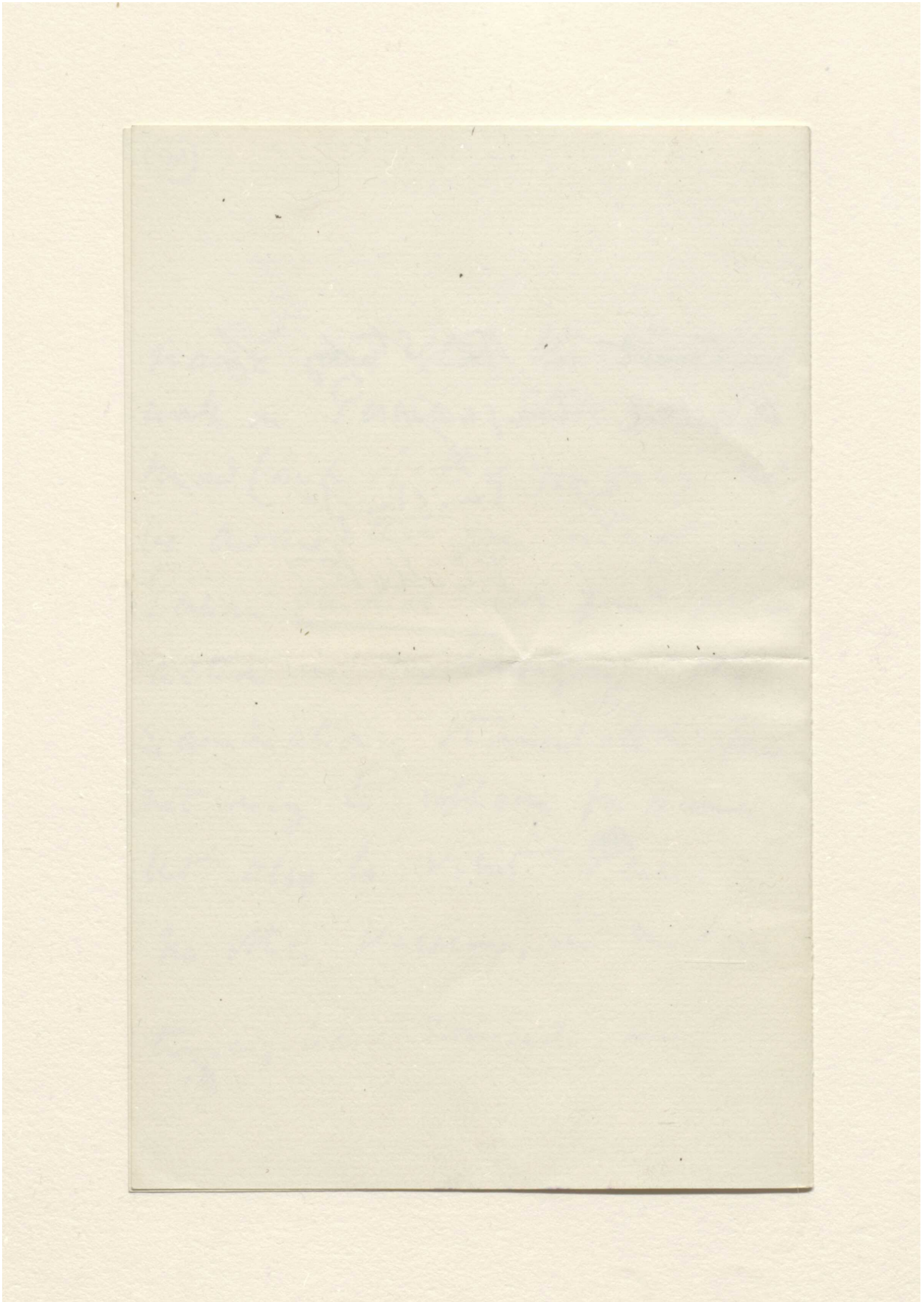
40

standard interest in the study of  
Oriental languages.

not  
t in  
official

Yrs. sincerely  
D. C. Phillott

the  
Spices  
ministry  
a.  
dem





possible for me to get your splendid works, though  
 I have ten times ordered my booksellers to ask  
 for it in England. You may not wonder at this  
 if you only think, sir, that I live in Chili,  
 the remotest corner of the world, without spee-  
 dy communications, without well furnished  
 libraries. To all what, you may add that  
 books of learning like yours, are published at  
 a reduced number, and that European readers  
 carry them off. This explains my hardihood  
 to write to you. You would infinitely oblige  
 me by sending me your magnificent volumes  
 above named; and very much more, still,  
 if ever you so kind as to include a list of  
 your other oriental publications. For this  
 service, I shall forever remain grateful to  
 you. Let your work have its complete desti-  
 ny, which is not so much to offer some no-  
 velties to European readers already half instructed  
 in the matters you treat, than to cause in  
 our lonely countries to create this science and  
 to show us a perfect specimen of English  
 criticism. We owe already too much to your  
 glorious England: let her guide also our first  
 steps in the field of orientalism, by means of  
 works like yours, of accomplished scholarship

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 P.S

(42)

and sound judgment, as it is spoken of. It is worth of you, distinguished master, to do a slight sacrifice in favour of my country, in favour of this old professor whose everlasting gratefulness you may so conquer. Do crown your splendid political and scientific life by enabling us to hear your eloquent and learned word.

Before finishing, let me prove you my gratitude for the service you are going to render me. Please exactly tell me to what address I can send you the complete works of D. Andres Bello, the greatest thinker in America. This is, in our humble scientific and literary treasure, the best thing I can offer you, the least unworthy of you.

I believe, my lord, that this call to the known disinterestedness of english scholars shall not rest unheard; and in this hope, allow me to say me yours very respectfully

Ricardo Davila Silva

Thérfaos Street, 707

P.S. If you will honour me with your splendid work, I pray you to send it under all precautions against a loss.



43

HODDER & STOUGHTON  
Telegrams  
EXPOSITOR LONDON  
Telephones  
3068 CENTRAL  
920 HOLBORN

*St Paul's House  
Warwick Square  
London E.C. May 11th/09*

*Hodder & Stoughton suggest new  
edition of Persia*

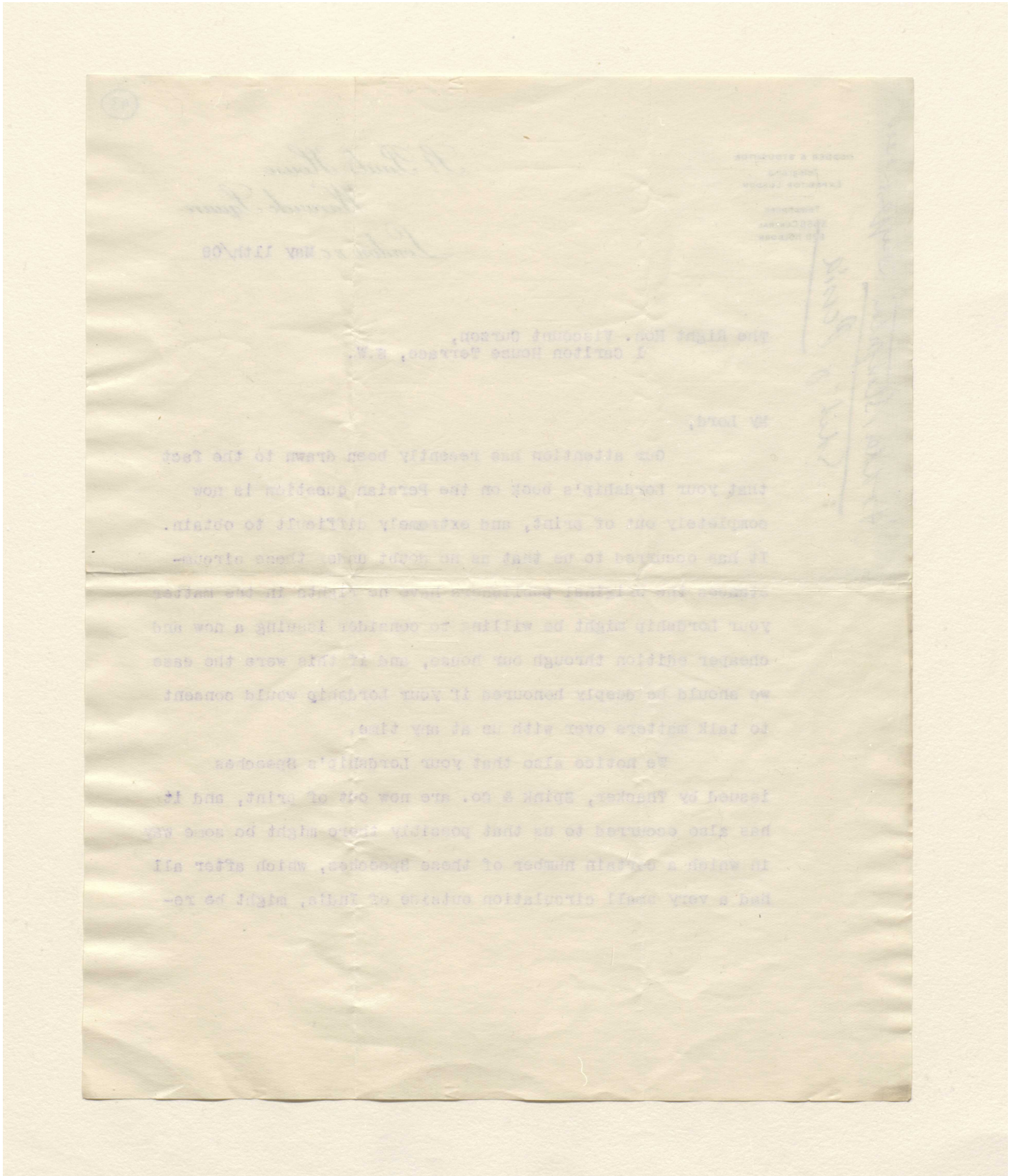
The Right Hon. Viscount Curzon,  
1 Carlton House Terrace, S.W.

My Lord,

Our attention has recently been drawn to the fact that your Lordship's book on the Persian question is now completely out of print, and extremely difficult to obtain. It has occurred to us that as no doubt under these circumstances the original publishers have no rights in the matter your Lordship might be willing to consider issuing a new and cheaper edition through our house, and if this were the case we should be deeply honoured if your Lordship would consent to talk matters over with us at any time.

We notice also that your Lordship's Speeches issued by Thacker, Spink & Co. are now out of print, and it has also occurred to us that possibly there might be some way in which a certain number of these Speeches, which after all had a very small circulation outside of India, might be re-

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[43v] (84/358)



Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[44r] (85/358)

HODDER & STOUGHTON  
Telegrams  
EXPOSITOR LONDON  
Telephones  
3068 CENTRAL  
920 HOLBORN

-2-

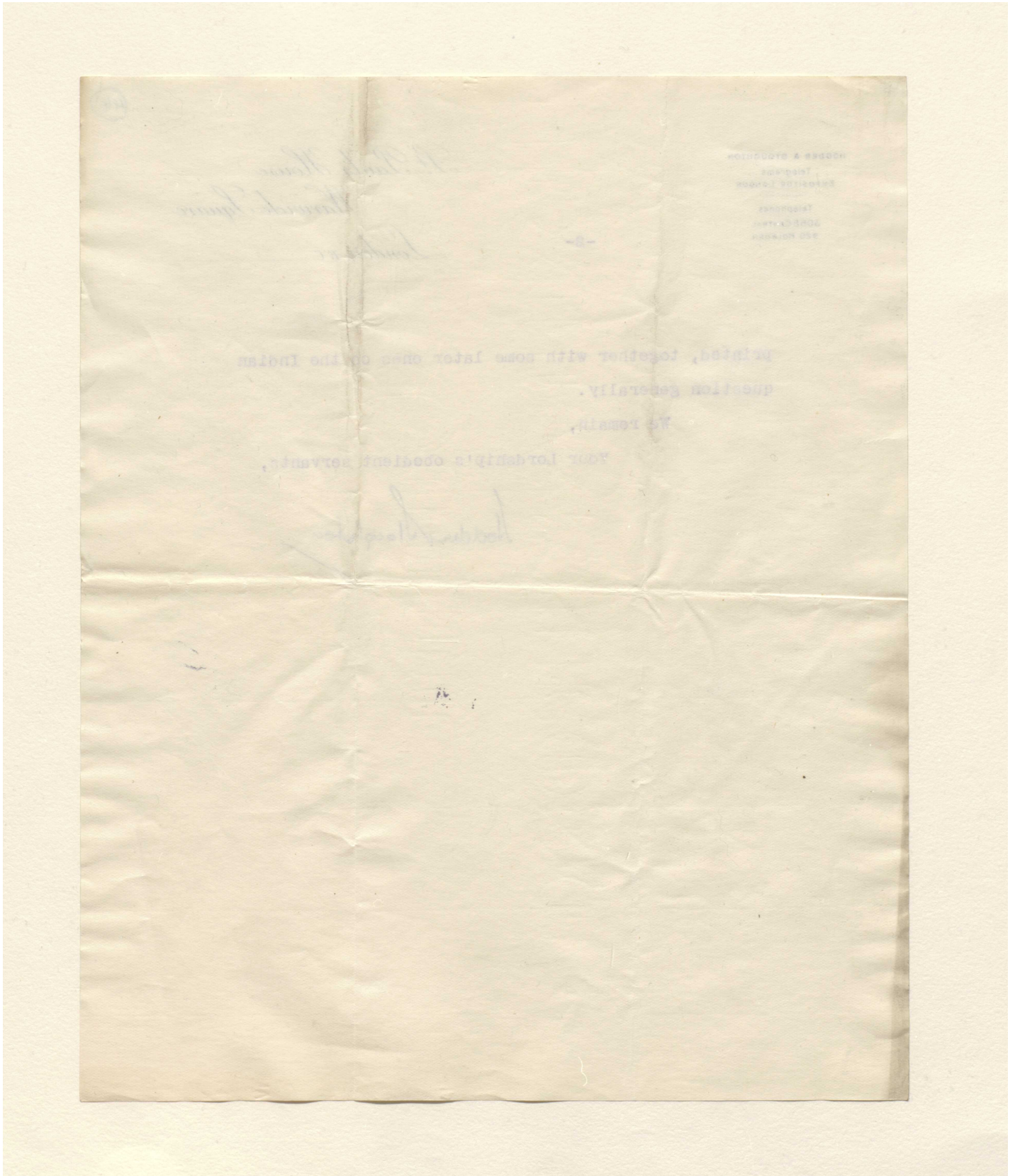
44  
St Paul's House  
Warwick Square  
London E.C.

printed, together with some later ones on the Indian  
question generally.

We remain,

Your Lordship's obedient servants,

Hodder Stoughton



*A M Stewart on New Idibz Persia*  
TELEGRAPHIC ADDRESS, % "ENELSEE, LONDON."  
TELEPHONE NOS:  
3181 GERRARD  
4500 " "  
572 VICTORIA.  
NATIONAL LIBERAL CLUB, (45)  
WHITEHALL PLACE, S.W.

Nov: 21<sup>st</sup> 1908.

My Lord,

I am tempted to  
write to you in the  
belief that the subject  
is more than of personal  
interest

In pursuance of my  
journalistic work I have  
discovered how meagre

NATIONAL LIBRARY  
WHITEHALL PLACE, W.C. 2, LONDON, ENGLAND

suggest without presuming  
that the subject of  
re-issuing your valuable  
book receive your  
consideration.

I am sure, and  
I am not alone in  
the belief, that there  
is need for a  
handy volume on  
Persia and the reappearance

of  
pe  
be  
pre  
re  
of  
will  
the  
re  
The Lord  
of the

(46)

of your book at the  
present time would  
be welcomed.

I have already  
presumed too much  
upon you in the interests  
of the outside public  
welfare venturing upon  
other suggestions.

With respect.

I have the honor to  
remain, My Lord,

Your Obedient Servant

The Lord Curzon } Alex. W. Stewart  
of Kedleston

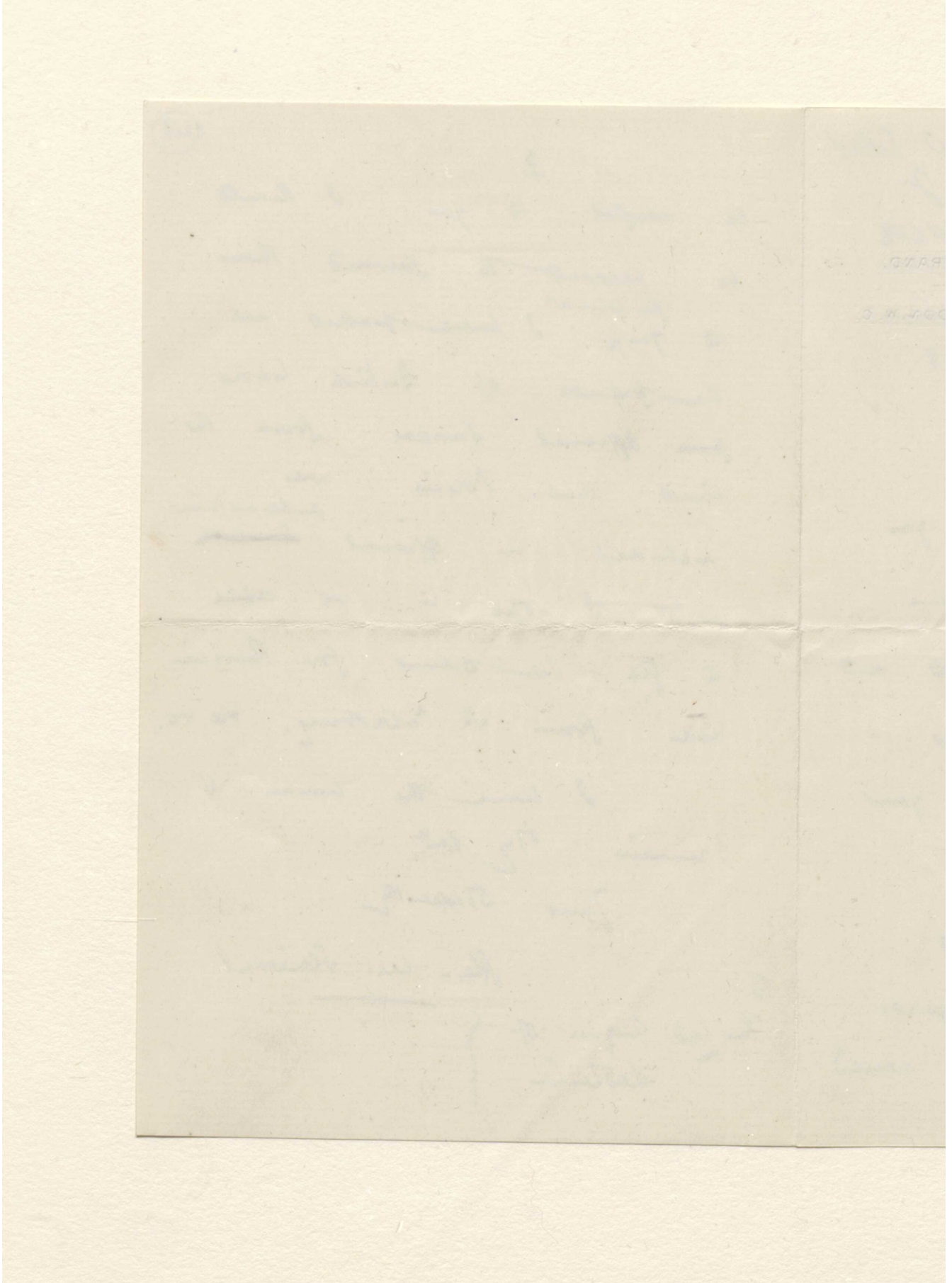
3

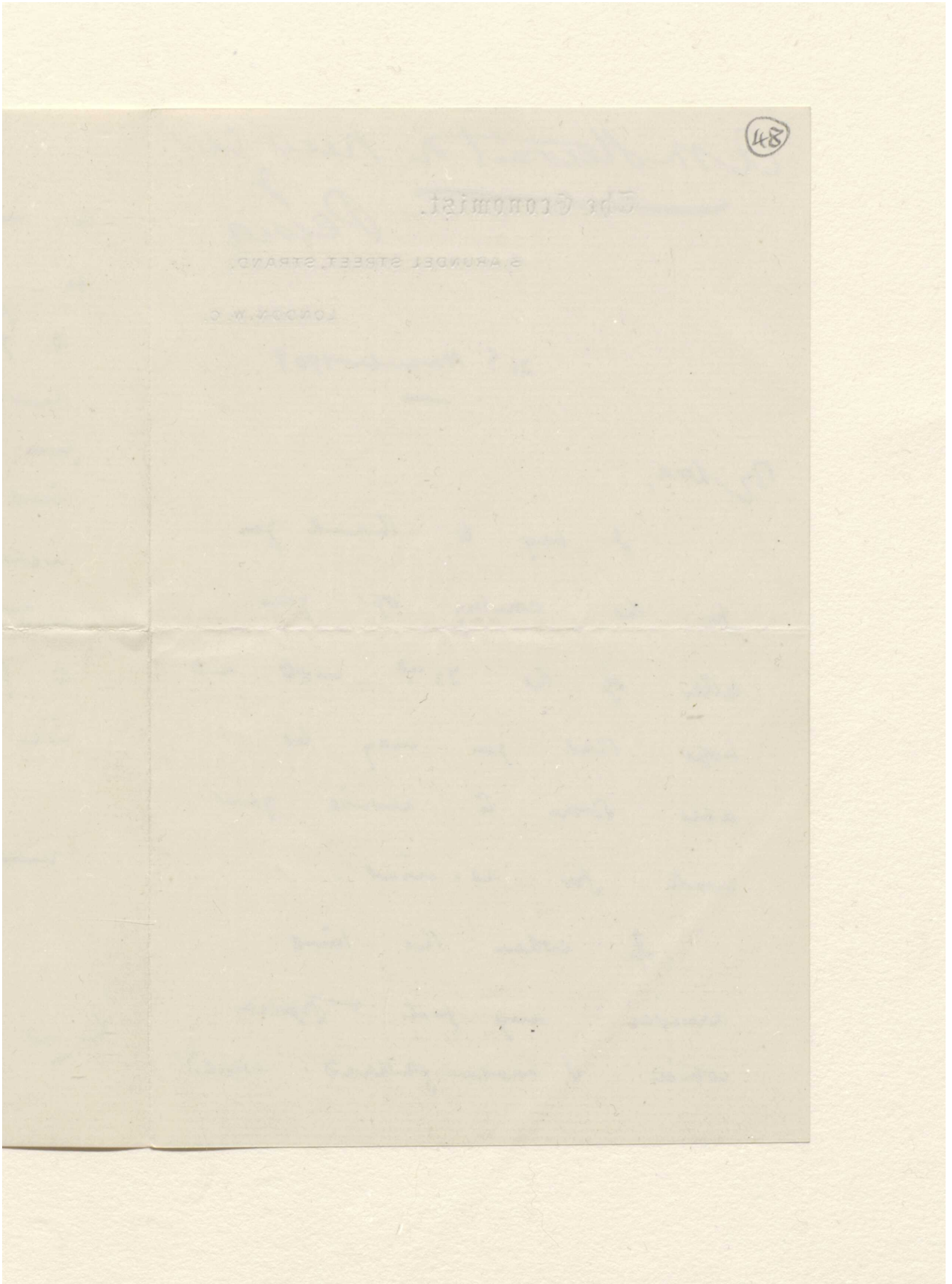
are the facts and figures  
concerning Persia. Your  
own book which remains  
the most authoritative  
work on Persia is  
not accessible because it  
is out of print and  
such a club as this  
is unable to secure  
a copy.  
May I very humbly

(47)

2

be useful to you I should  
be pleased to forward them  
to you <sup>for journal</sup> I have picked out  
the figures of British trade  
from official sources from the  
time that Persia was  
included in official ~~publications~~  
and I hope to be able  
to get the same for Russian  
trade from St. Petersburg. &c &c.  
I have the honor to  
remain, My dear Sir,  
Yours obediently  
Alex. W. Stewart.  
To  
The Lord Curzon of  
Kedleston }





Am Stewart a new edit  
~~The Economist,~~ Persia

3, ARUNDEL STREET, STRAND,

LONDON, W. C.

26<sup>th</sup> November 1908

My Lord,

I beg to thank you  
for the courtesy of your  
letter of the 22<sup>nd</sup> inst and  
hope that you may be  
able soon to revise your  
book for re. inst.

If when the time  
arrives any facts & figures  
which I have gathered would

Dr T Jaeger on new edition of (49)  
Berlin 7, Bauhofstr 2<sup>1</sup> May 5. 08  
Persia

Mylord,

As I am about to go out  
to Persia for a series of years,  
I am anxious to secure copy of  
your work about this country. The  
2 vols. however, are not to be had  
for 3 or 4 times their original price.  
When applying to Messrs. Longmans  
& Co for copies of the maps at least,  
I was addressed to the R.G.S. The

latter were kind enough to send  
copies of the large maps at the  
end of vol. I. For the special  
maps on the larger scale, however,  
they refer me to your Lordship.  
Will you, therefore, excuse me  
troubling yourself with the question,  
whether & how I might procure (3)  
copies of the whole set of small  
maps contained in the 2 vols. If  
you should chance to know of any

(50)

end  
he  
however,  
s.  
e  
tion,  
- (3)  
all  
If  
my

copy of the work itself lingering any-  
where I should be most obliged if you  
would tell me; for the book apparently  
- though nearly 20 years old - is still  
the most scientific work on Persia, &  
as I am going out as headmaster  
of the German schooling establishments  
at Teheran, & intend to make many  
a journey all through the country,  
it would be most useful for me.  
Of course I shall be quite ready  
to send in at once the amount  
that may be charged for the maps  
and the book.

I hope you will not find me too indiscrete asking whether there is no chance at all of your bringing out an up-to-date edition of your work, which would be heartily welcomed by many.

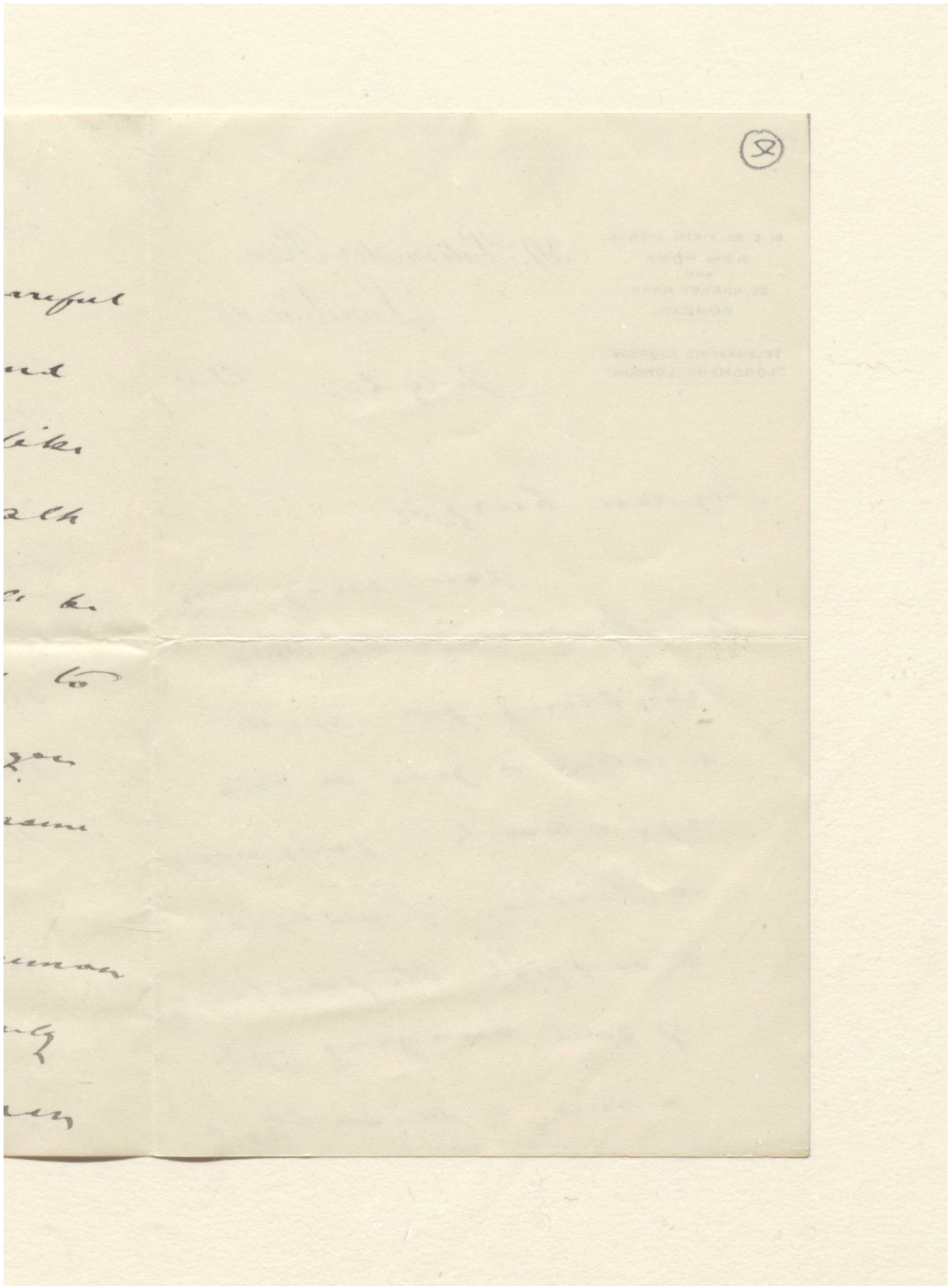
begging your Lordship's pardon for the great liberty I was forced to take, & repeating that I should be most thankful for the addresses wanted, I beg to believe me  
your Lordship's  
most obedient servant

Dr. Th. Jaeger.

(51)

cheaper edition of your  
important book.  
You were good enough  
to say in reply that  
at that time any  
such scheme was quite  
out of the question &  
suggested the project  
standing over until  
you return home.  
I sincerely trust you  
still contemplate  
doing something of  
the kind. Please give

the idea you careful  
consideration, and  
if you would like  
to see me & talk  
matter, I shall be  
only too pleased to  
call any day you  
may like to name.  
 Hoping you are  
flourishing, I remain  
yours sincerely  
T. Norton Longman



91 & 93, FIFTH AVENUE,  
NEW YORK  
AND  
32, HORNBY ROAD,  
BOMBAY.

TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row,  
London, E. C.

July 2 1922

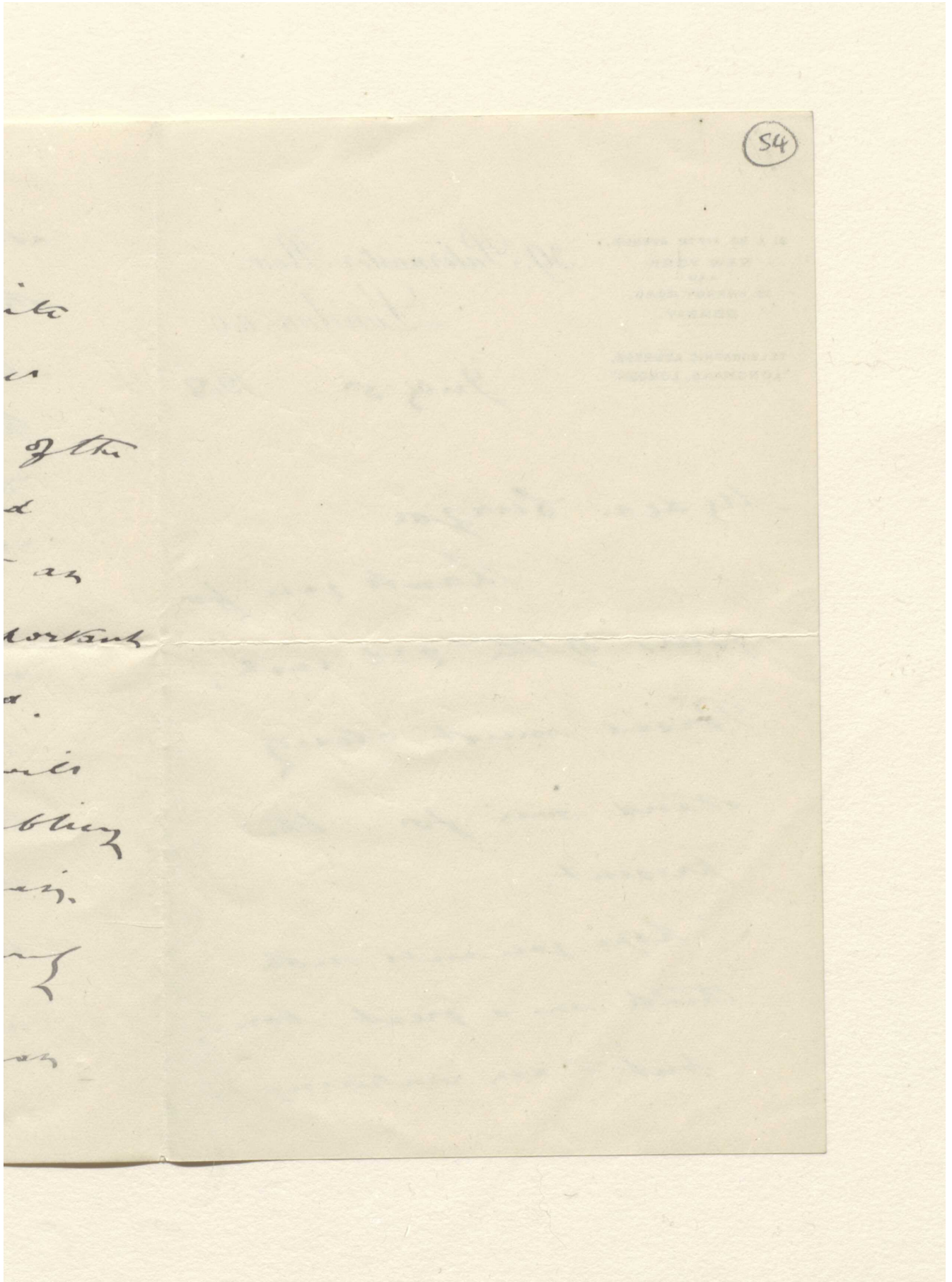
My dear Burzor

You may very  
likely remember my  
troubling you with  
a letter a year or two  
ago about your work  
on Persia. I ventured  
to suggest the possibility  
of your bringing out  
a new, & probably, a

(B)  
ask you a favour, in  
strict confidence.

Mr Augustus Hamilton  
the author of a book on  
Corea and another on  
Afghanistan offers us  
a work on China  
which he is about  
to write. As I see  
the book just published  
is dedicated to you I  
presume you know the  
author. I wonder if  
you would mind

Telling me, quite  
privately, if Mr  
Hamilton is one of the  
right sort and  
likely to write an  
interesting & important  
book on China.  
Trusting you will  
forgive my troubling  
you, I remain  
yours sincerely  
T. Norton Longman



91 & 93, FIFTH AVENUE,  
NEW YORK  
AND  
32, HORNBY ROAD,  
BOMBAY.

TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row,  
London, E. C.

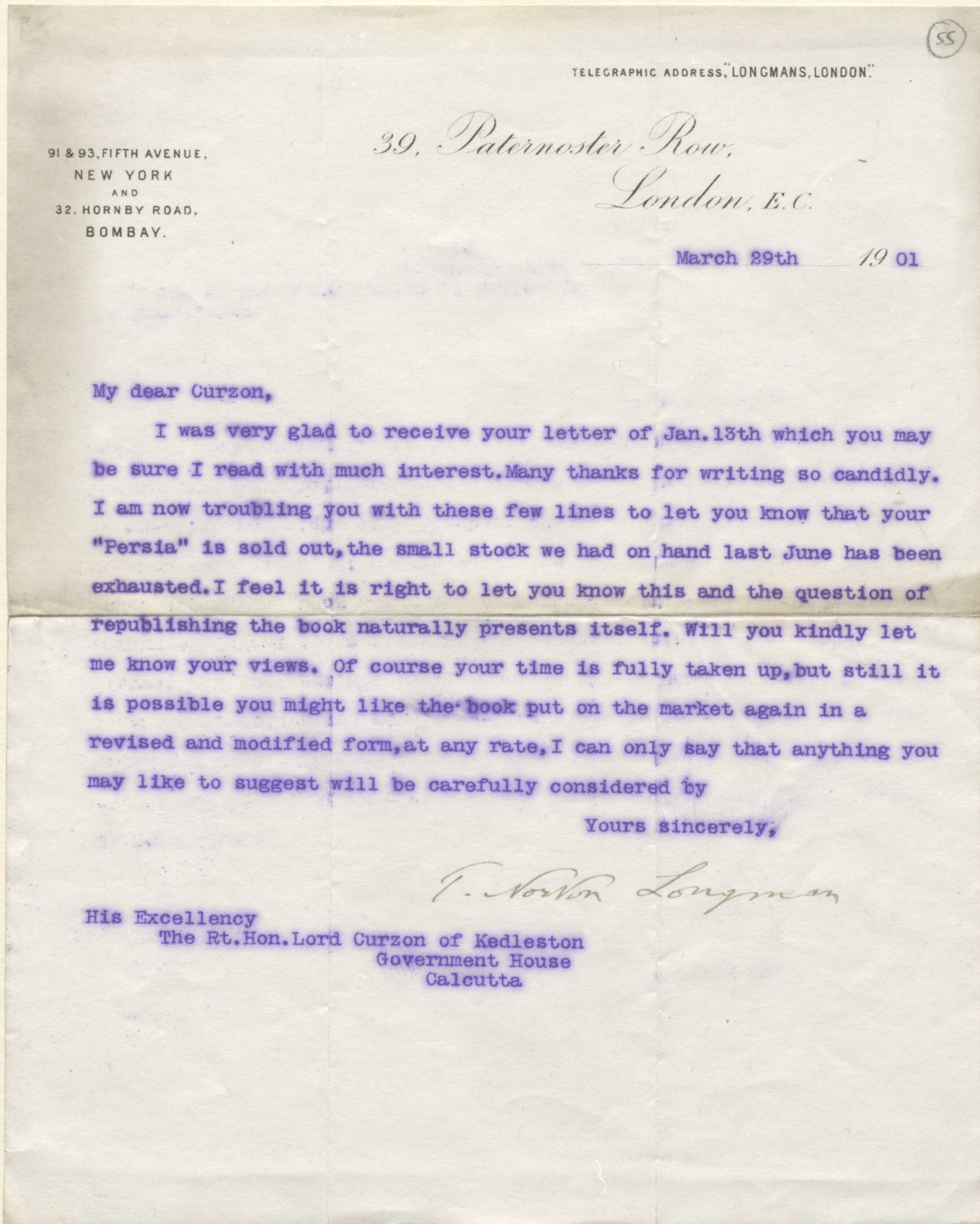
July 5 1958

My dear Surzor

Thank you for  
yours of the 2<sup>nd</sup> inst.,  
Persia must clearly  
stand over for the  
present.

I hope you will not  
think me a great bore!  
but I am venturing to

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[55r] (107/358)



10

March 28th 1901

My dear Gordon,

I am very glad to receive your letter of Jan. 15th which you say  
he sent I read with much interest. Many thanks for writing so candidly.  
I am now troubling you with these few lines to let you know that your  
"Persia" is sold out, the small stock we had on hand last June has been  
exhausted. I feel it is right to let you know this and the question of  
republicating the book naturally presents itself. Will you kindly let  
me know your views. Of course your time is fully taken up, but still it  
is possible you might like the book put on the market again in a  
revised and modified form, as any rate, I can only say that anything you  
may like to suggest will be certainly considered by

Yours sincerely,

His Excellency  
The Hon. Lord Curzon of Kedleston  
Government House  
Calcutta

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[56r] (109/358)

56

TELEGRAPHIC ADDRESS, "LONGMANS, LONDON"

91 & 93, FIFTH AVENUE,  
NEW YORK  
AND  
32, HORNBY ROAD,  
BOMBAY.

39, Paternoster Row,  
London, E.C.

February 16th 1909

My dear Curzon,

It is pleasant to see your hand writing. I hope you are flourishing and find the climate of India suits you. We are having fogs, snow, frosts and all kinds of horrors at home just now. I am quite ready to answer your questions and will be as brief as possible.

The terms upon which books are sold at our Bombay house are the result of very careful deliberation, and we find it necessary, if books are to be sold at all, to allow most of the Booksellers in India a discount of 40%, but some times we do not give so large a discount, hence the discrepancy you refer to. If you will look carefully at your account, I think you will see that books are not sold <sup>to India</sup> 25 as 24, neither are there any further discounts charged. The carriage has, of course, to be paid, and I think it is only fair to charge this in the account. As regards our 10%, this is charged on all sales and covers a variety of house expenses as specified in the agreement. I calculate that the net result of a copy of your "Persia" sold in India on the most favourable terms, is 21/5.

Believe me,

Yours very truly,

His Excellency  
Lord Curzon of Kedleston

T. Norton Longman

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[56v] (110/358)

January 10th 1900

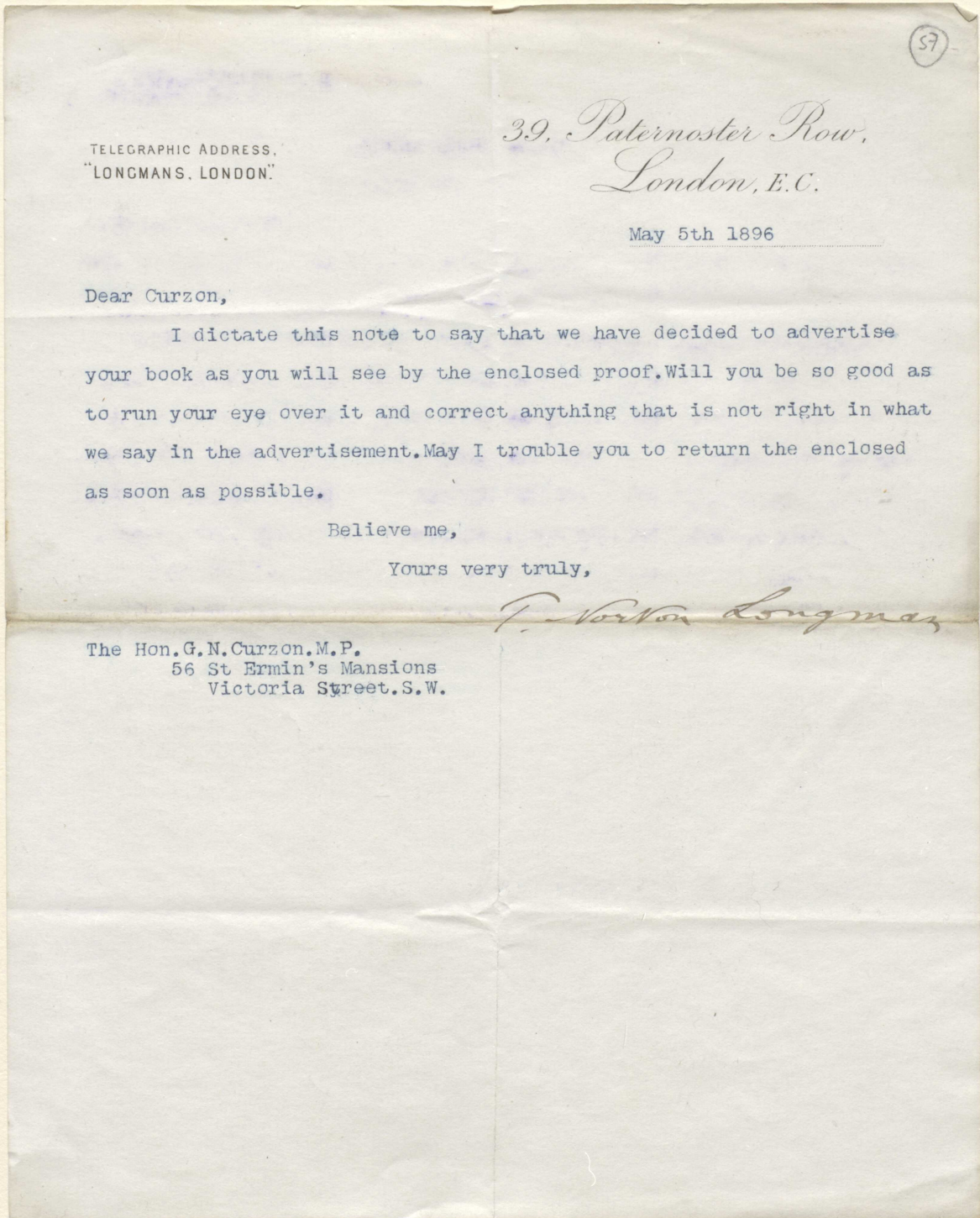
My dear Gordon,

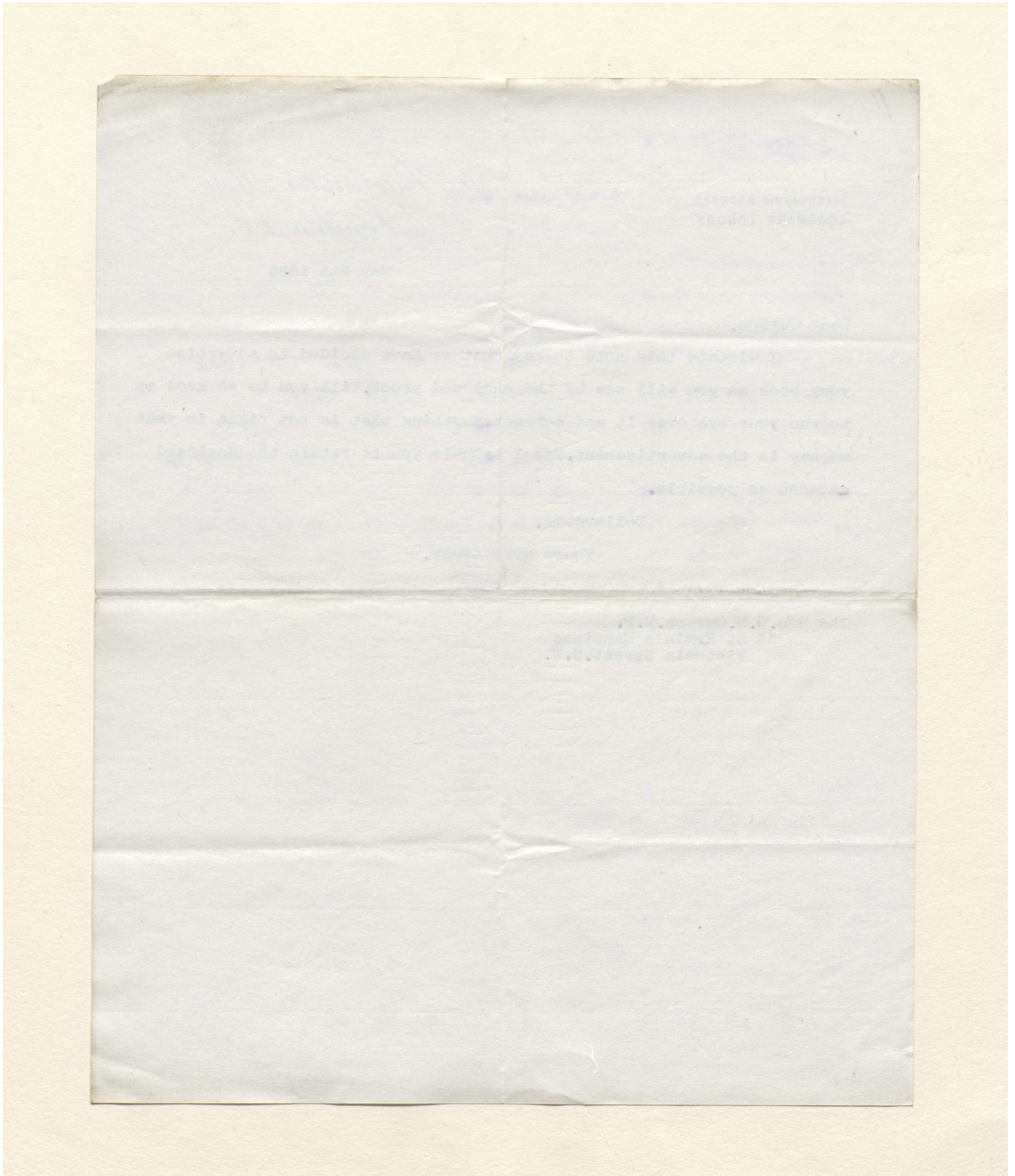
It is pleasant to see your hand writing. I hope you are flourishing and find the climate of India nice. We are having logs, snow, frosts and all kinds of horrors at home just now. I am quite ready to answer your questions and will be as brief as possible.

The terms upon which books are sold at our Bombay house are the result of very careful deliberation, and it is not to be altered. Books are to be sold at 40% discount, but some times we do not give so large a discount. Hence the discrepancy you refer to. If you will look carefully at your account, I think you will see that books are not sold at 40% discount, but there are further discounts charged. The carriage has, of course, to be paid, and I think it is only fair to charge this in the account. As regards our 10% rate is charged on all sales and covers a variety of house expenses as specified in the agreement. I calculate that the net result of a copy of your "Persia" sold in India on the most favorable terms, is 21%.

Believe me,  
Yours very truly,  
The Hon. Sir Gordon  
Lord Curzon of Kedleston

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[57r] (111/358)





Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[58r] (113/358)

TELEGRAPHIC ADDRESS,  
"LONGMANS. LONDON."

39, Paternoster Row,  
London, E.C.

April 7th 1893

My dear Curzon,

The problem is easily solved. My letter of March 14, as you say, stated that about 425 copies had been disposed of, which includes copies sold here, number of copies sent to America, and any odd copies given away; whereas my letter of March 30th was based on a rough calculation of the amount standing to the credit of the account, so far as we could say.

I purposely pointed out in my last letter that 179 copies had been sent (since the last account) to the States and that I could say nothing about them. Your having included these copies in your estimate explains the difference.

The long and short of it is that it is impossible to criticise the position on what must necessarily be rough information. Our annual account is the only document that gives really reliable statements. I think we can hardly say yet we have printed too many, and I have my doubts as to there being a market for a cheap edition.

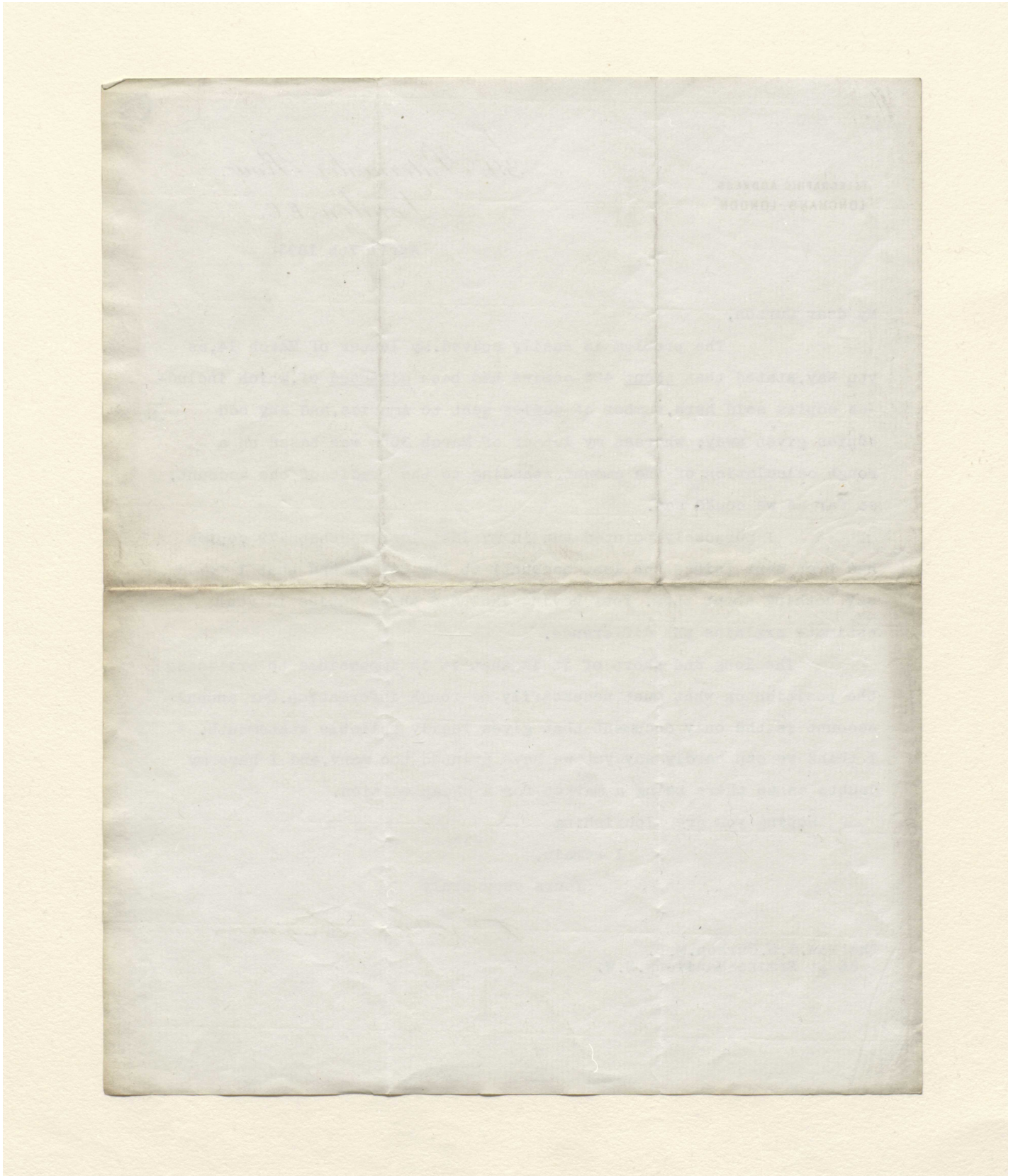
Hoping you are flourishing

I remain,

Yours very truly

*T. Norton Longman*

The Hon. G. N. Curzon, M.P.  
56 St Ermins Mansions, S.W.



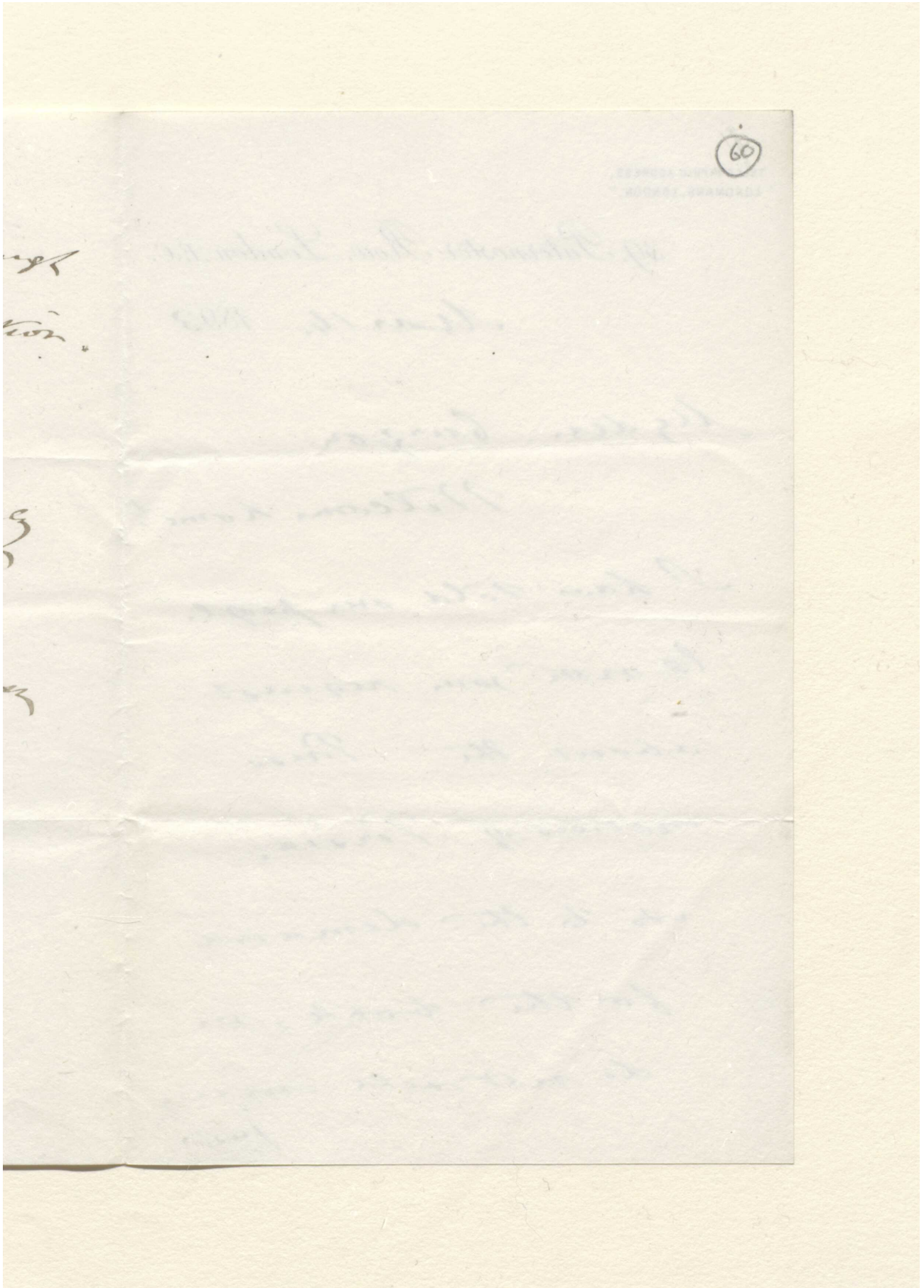
(59)  
now & I see we have  
over 400 on hand.  
Since the account,  
which I shall be  
pleased to see you  
about, I find  
we have disposed  
of something like  
425 copies making  
the total disposed  
of very nearly  
1000. This is of

course quite a rough  
& ready calculation.

I remain

yours sincerely

T. Norton Longman



TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

Mar 14. 1893

My dear Curzon

Welcome home!

I have told our people

to note your request

about the Press

notices of Persia.

As to the demand

for the book, we

do not sell many  
just

(61)

something like 900  
copies since publication.  
Please note I say  
'disposed of', because  
they are not all sold,  
we have given away  
a good lot & out of the  
1500 printed we sent  
about 100 to  
America, how many  
of these have been sold

I do not know at all.

This is the latest

'news' I can send

you before you start

on the 13<sup>th</sup>.

I feel pretty sure

Reem intends to give

you an article in the

Edinburgh.

I go for my holiday

at the end of this week.

u.  
I hope we <sup>may</sup> mutually  
enjoy our 'outing'.  
Trade is wonderfully  
slack just now, but  
altogether I must  
say I do not think  
we must complain  
of 'our' books.  
I remain  
yours sincerely  
T Norton Longman

TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

August 22 1892

My dear Burzon

The position of  
affairs is roughly  
as follows.

We printed 1500 copies

2 we have now got

about 612 left;

so we have disposed of

off

(63)

TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

June 4 1892

Dear Sir,

Enclosed is a rough proof  
of a page advt. set up for  
the Edinburgh Review. July,  
and we propose to use the  
same 'copy' for a series of

advertisements in the Times, Standard, Daily News. Hold  
to during the next week or  
two. Kindly add any other  
notices that you may prefer  
to those we have printed. An  
extract from to-day's Athenaeum  
will be added.

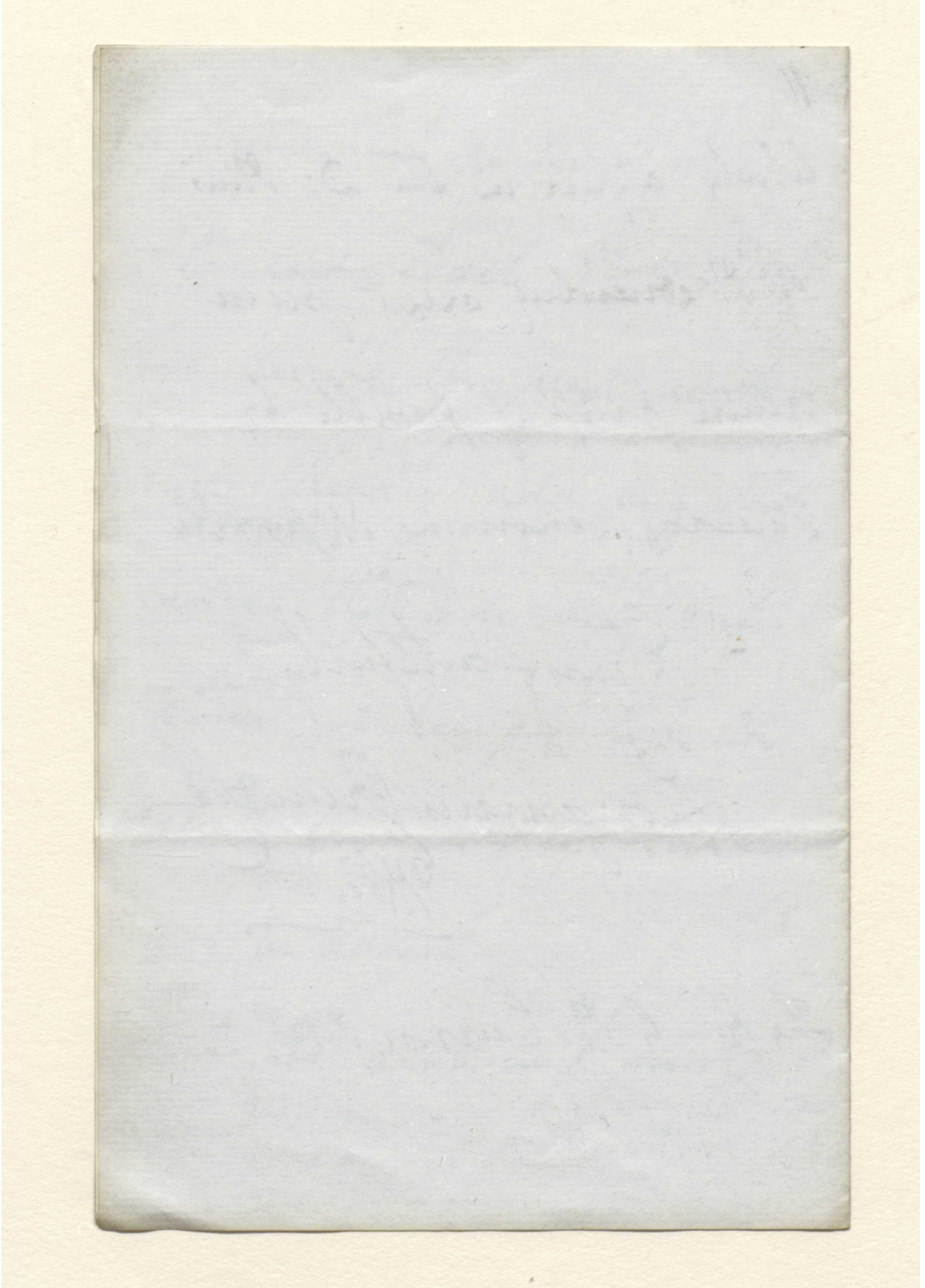
As the admt. will most

(64)

likely appear in the D: News  
of Wednesday next, please  
return proof if possible by  
Tuesday morning if possible.

Yours faithfully  
Longmans, Green & Co  
West

The Hon. G. A. Curzon M.P.



(65)

We always try to sell  
everything through  
the trade.

However, I admit your  
book is rather  
an exceptional  
one will make an  
exception in its  
favor.

I have written to  
the 'India Office'  
a letter which I  
think will put

matters right &  
expressing our willingness  
to supply them with  
copies.

I will let you a copy  
of it if you like,  
but I thought  
possibly you might  
prefer not.  
How about the  
other Officers you

(66)

kindly mentioned?

I should be much obliged if you would kindly tell me if I should write to them in the same terms.

On second thought I enclose a copy of my letter in a different envelope which

TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

~~Private~~  
39, Paternoster Row, London, E.C.

Jan 7. 1899

We can destroy if you do not  
can be read it.

Genl Surgeon

am inclined  
to think Stanford  
did not manage this  
business very well.

You see, <sup>we</sup> ~~you~~ do all  
in our power to  
avoid supplying  
the Government or  
anyone direct.

(67)

All has been duly attended  
to. The demand for the  
book is keeping up fairly  
well. I suppose we have  
now about 875 copies  
on hand out of the 1500  
printed, but remember  
out of the numbers apparently  
disposed of some have  
gone to libraries &  
some have been given  
away.

As to advertising,  
I could easily write  
an 'Essay' on this

point, but I always  
do maintain, & I always  
shall maintain that  
no one but a publisher  
- not even Mr. Keltie -  
can possibly express a  
satisfactory opinion as  
to how much & when  
the money is to be spent.  
I have little doubt that  
if we had published  
Whymper's books we should  
have done as Murray  
did; & if Murray had  
published your books  
he would do as we

(68)

are doing.

I am always ready to receive  
your suggestions, but I  
must ask you - I know  
you will agree - to  
trust on professional  
opinion, ~~even~~ as to professional  
a point, as advertising.  
However, we fully  
intend spending a good  
bit more in advertising  
the book & I am quite  
willing to admit some  
big advertisements  
might be worth trying.  
I will see if anything

TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

29, Paternoster Row, London, E.C.

May 31 1892

can be done with the 'Persian' in London!

Trimmer  
Giles  
Longman

Longman

Longman

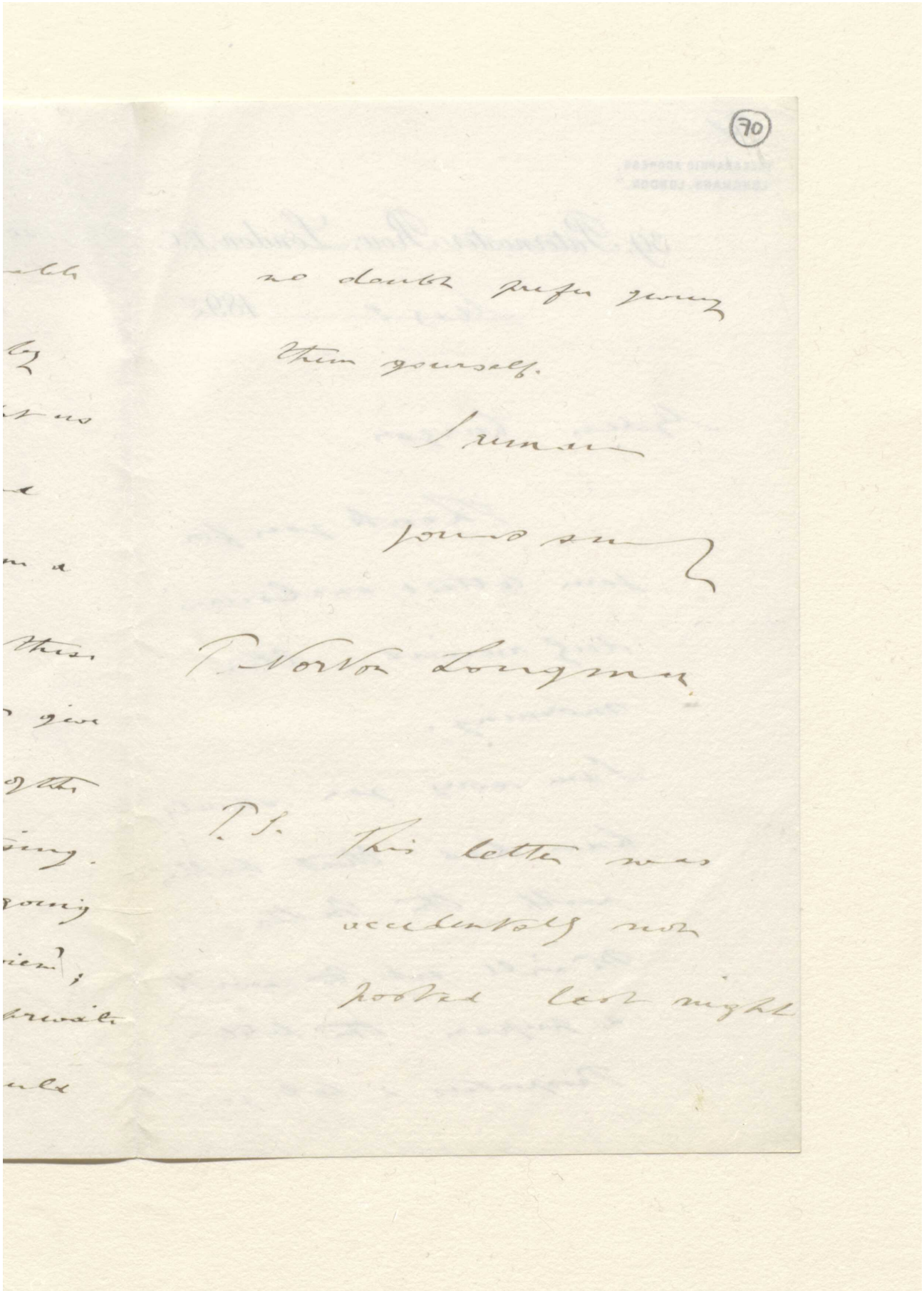
My dear Sir,  
Thank you for your  
letter. We will send a  
copy at once to the  
National Review.

The government Offices  
were willing to do as you  
suggested, but we  
thought it best for  
a retail bookseller to  
make the application  
& not the publisher.

(69)

see a proof. It would  
be much better not  
to issue it until we  
can fix the day of  
publication which I  
hope to be able to do  
now at once.  
As to the 'free' list of  
copies, I enclose what  
we propose doing  
with the Press, kindly  
look through the  
list & return it to  
me with any suggestion

You may think desirable  
As to individuals by  
all means please let us  
have the names and  
addresses, I presume a  
certain number of these  
we shall have to give  
as forming a part of the  
expense of advertising.  
especially copies to going  
to persons for review,  
but copies to private  
persons you would



TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

May 2 1892

My dear Burzon

Thank you for  
your letter & enclosures  
def received this  
morning.

I am sorry you should  
have had that bother  
with the Index.

We will set to work  
& prepare the letter  
Prospectus & let you

(71)

long since have appeared  
had not the successive deaths  
of the last two or three  
weeks driven literature  
rather into the background. It  
will appear in the next issue  
when I shall be pleased to  
forward you a copy

Let me add that

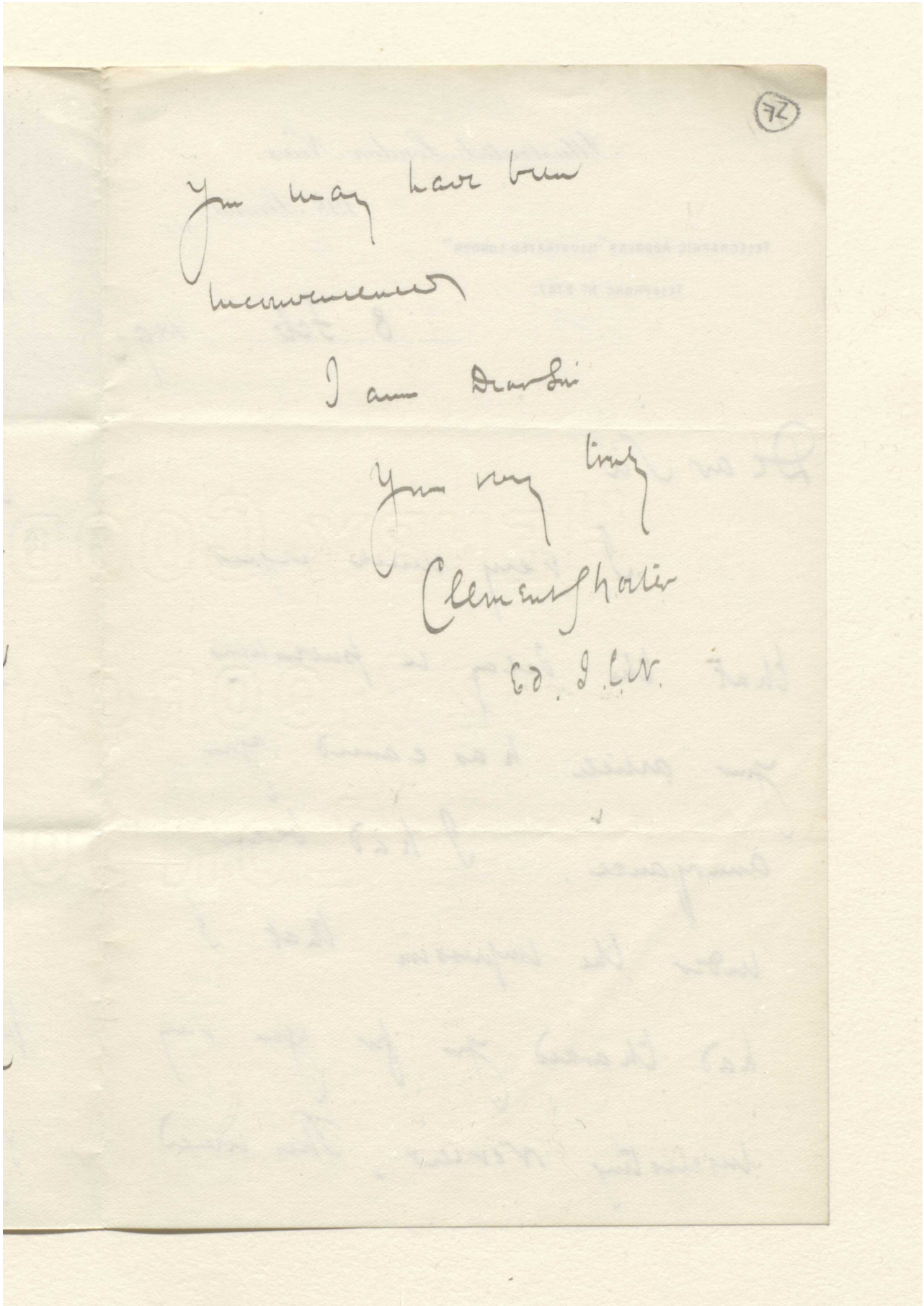
publications are often as

frustrated with a late notice as  
was an early one - it gives the

have a fresh report. The  
Albums the Spectator are  
constantly in the market  
late.

I still hope to have  
the preliminary article upon  
your book which you promised  
some time since.

With apologies for any  
apparent discourtesy by which



*Illustrated London News.*

*198, Strand.* W.C.

TELEGRAPHIC ADDRESS "ILLUSTRATED LONDON"

TELEPHONE NO. 2747.

*8 Feb 1892*

*Dear Sir*

*I very much regret  
that the delay in publishing  
your article has caused you  
annoyance. I had been  
under the impression that I  
had thanked you for your very  
interesting review. This would*

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[73r] (143/358)

73

TELEGRAPHIC ADDRESS,  
"LONCMANS, LONDON."

39, Paternoster Row,  
London, E.C.

February 1st 1892

My dear Curzon,

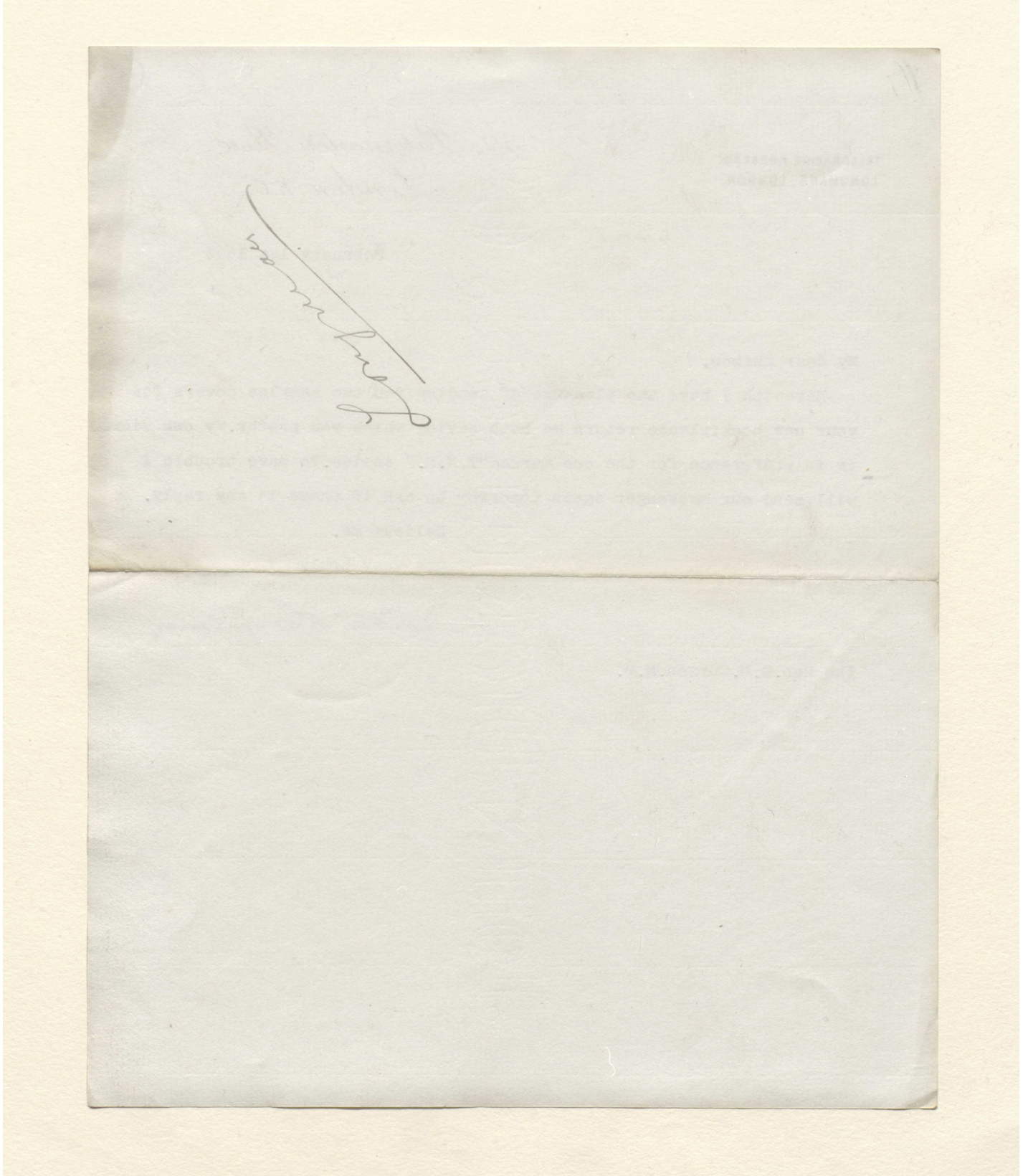
Herewith I have the pleasure of sending you two samples covers for your new book; please return me both saying which you prefer. My own view is in preference for the one marked "T.N.L." inside. To save trouble I will send our messenger again tomorrow to ask if there is any reply.

Believe me,

Yours very truly

*T. Norton Longman*

The Hon. G. N. Curzon. M. P.



74

retail price cannot be  
less than £ 2. 2. 0.

Do not trouble to

answer this; I shall

probably have to

write <sup>again</sup> you on one or

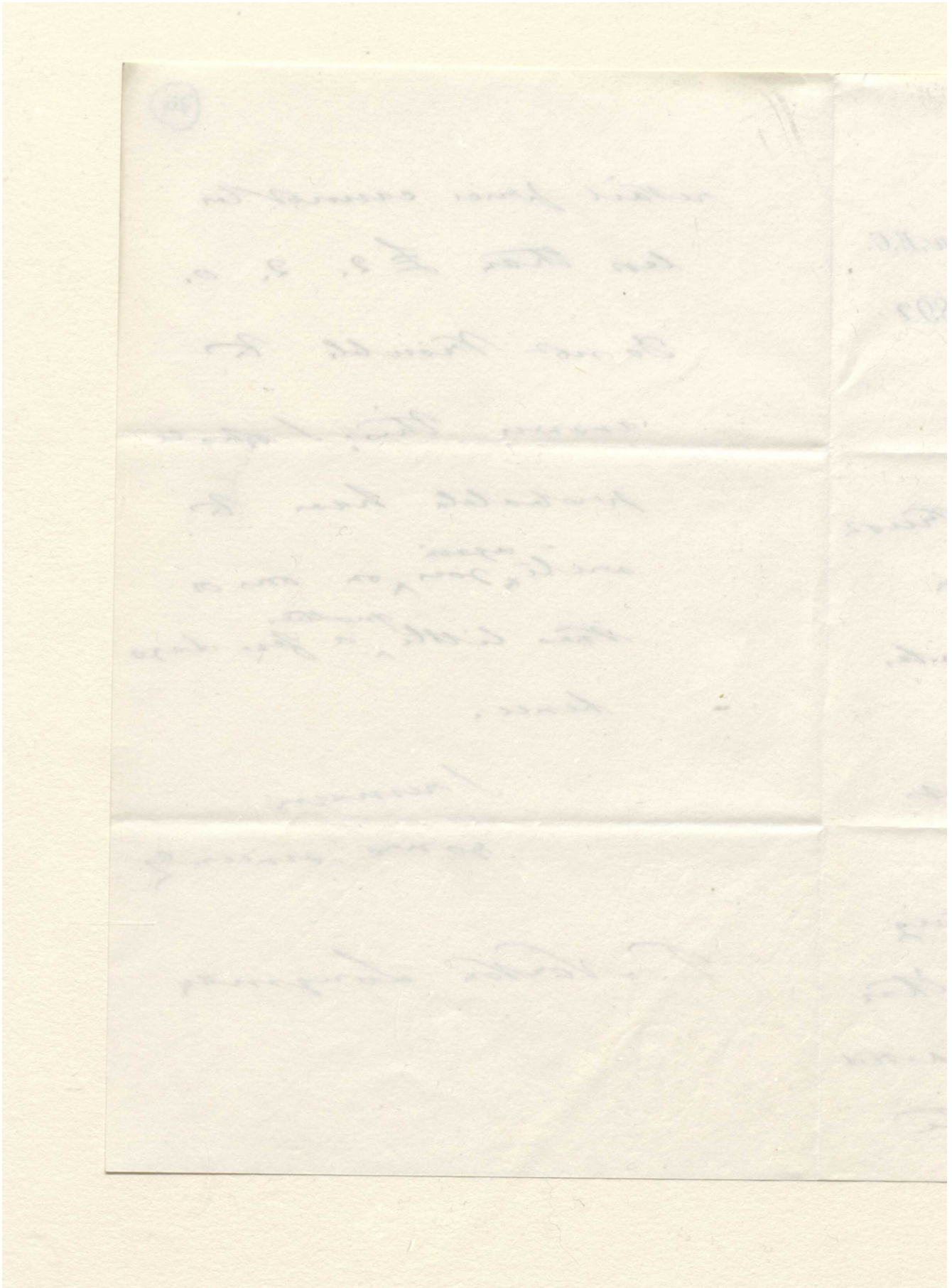
two little <sup>matters</sup> a few days

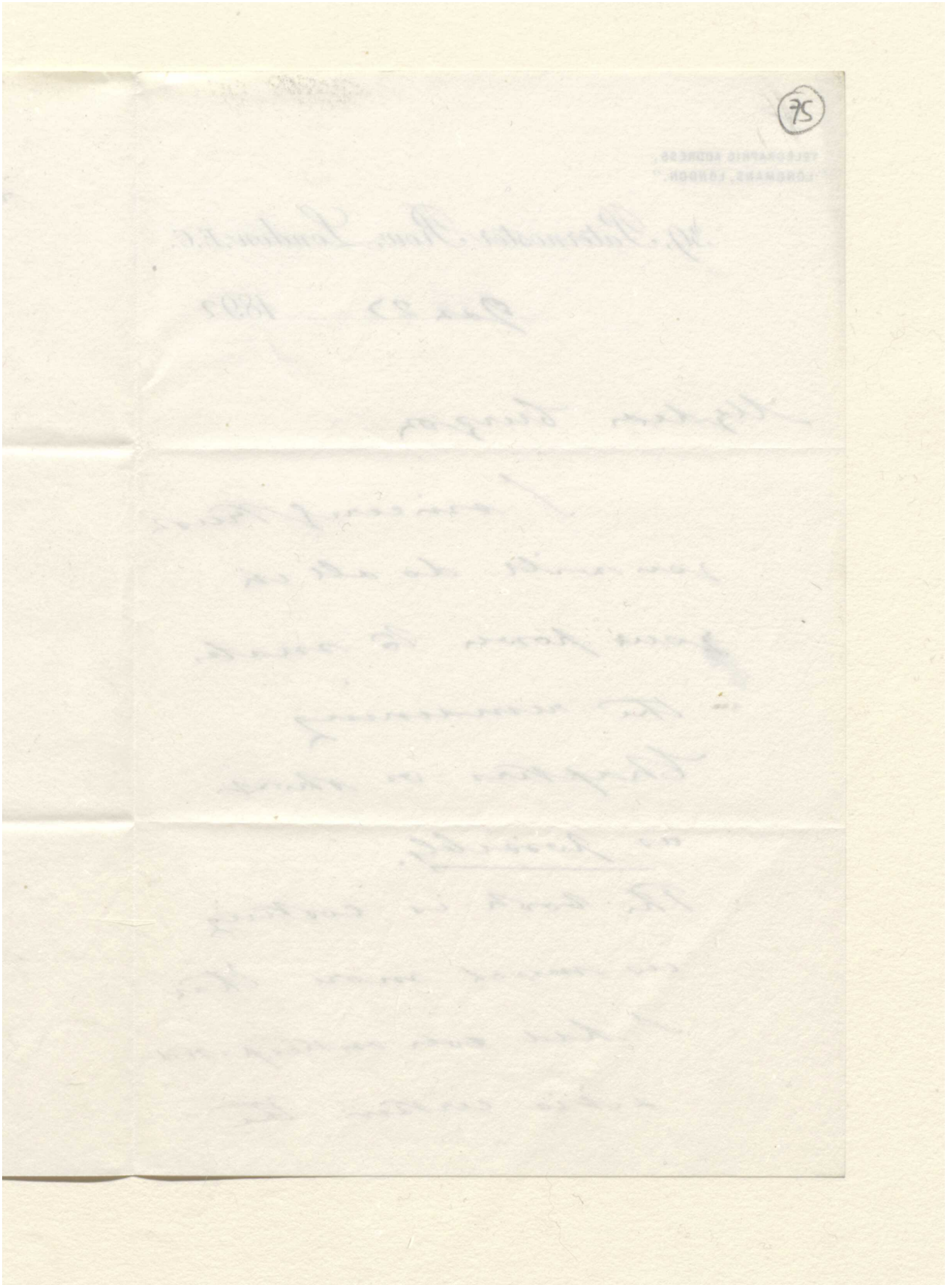
hence.

I remain

yours sincerely

P. Norton Longman





TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

Jan 27 1892

My dear Surgeon

I sincerely trust  
you will do all in  
your power to make  
the remaining  
Chapters as short  
as possible.

The book is costing  
us much more than  
I had ever anticipated  
& it is certain the

(76)

had any fresh 'copy'  
for some time now.

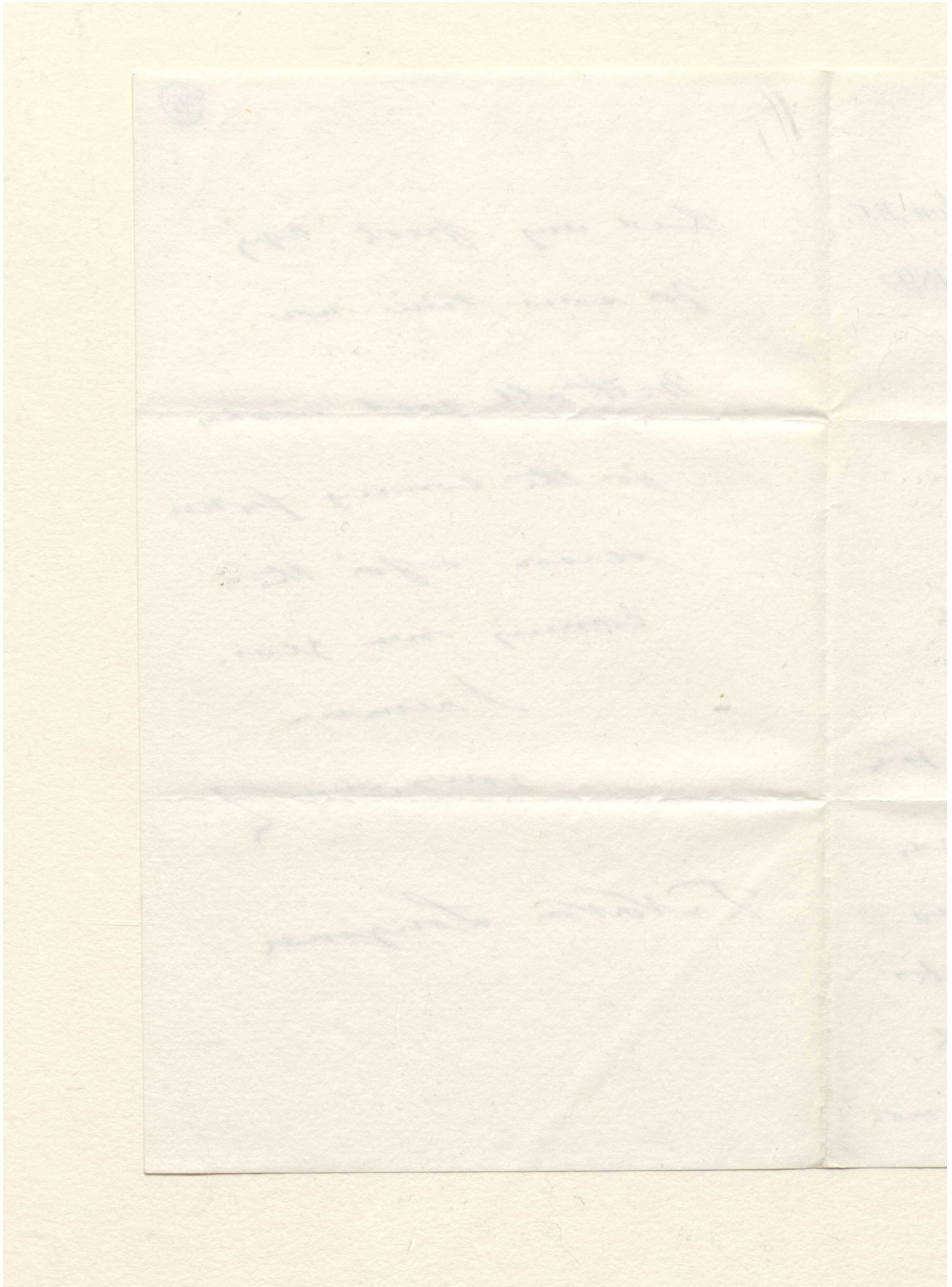
With all good wishes

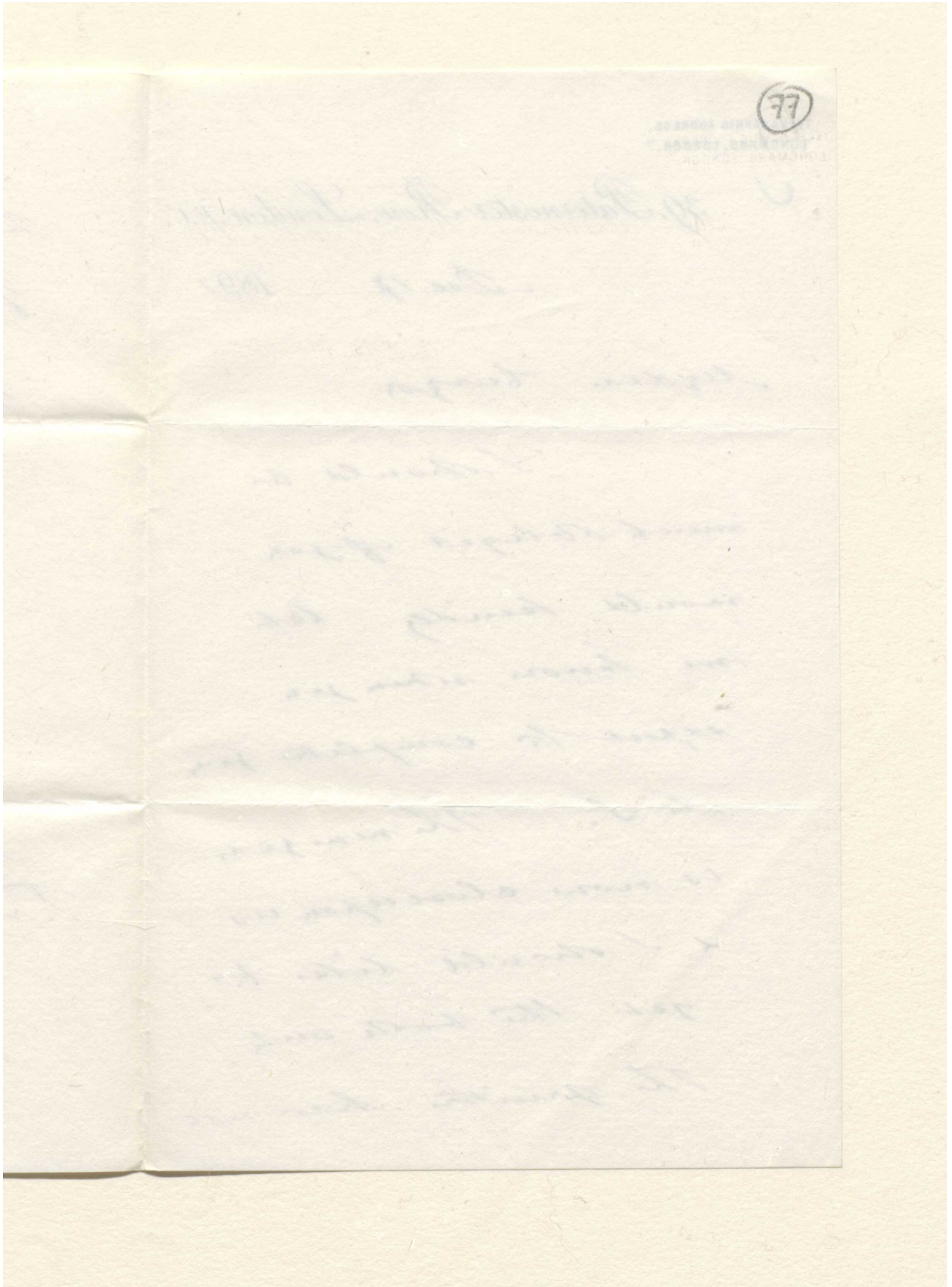
for the coming festive  
season & for the  
coming new year.

I remain

Yours sincerely

T. Norton Longman





TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

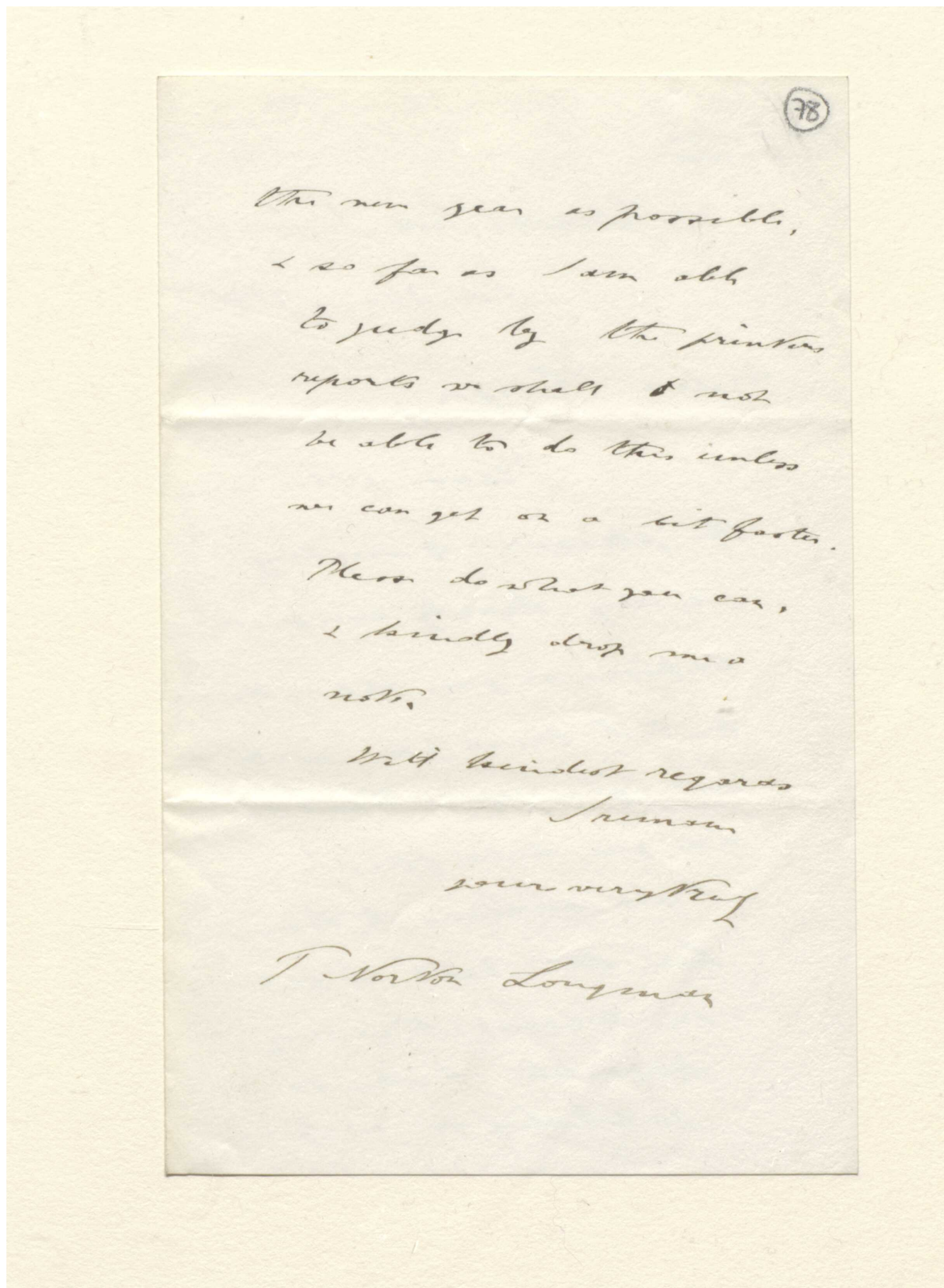
✓ 39, Paternoster Row, London, E.C.

Dec 14 1891

My dear Burza

I should be  
much obliged if you  
would kindly let  
me know when you  
expect to complete your  
M.S. The new year  
is now close upon us  
& I should like to  
get the book out.

The printers have not



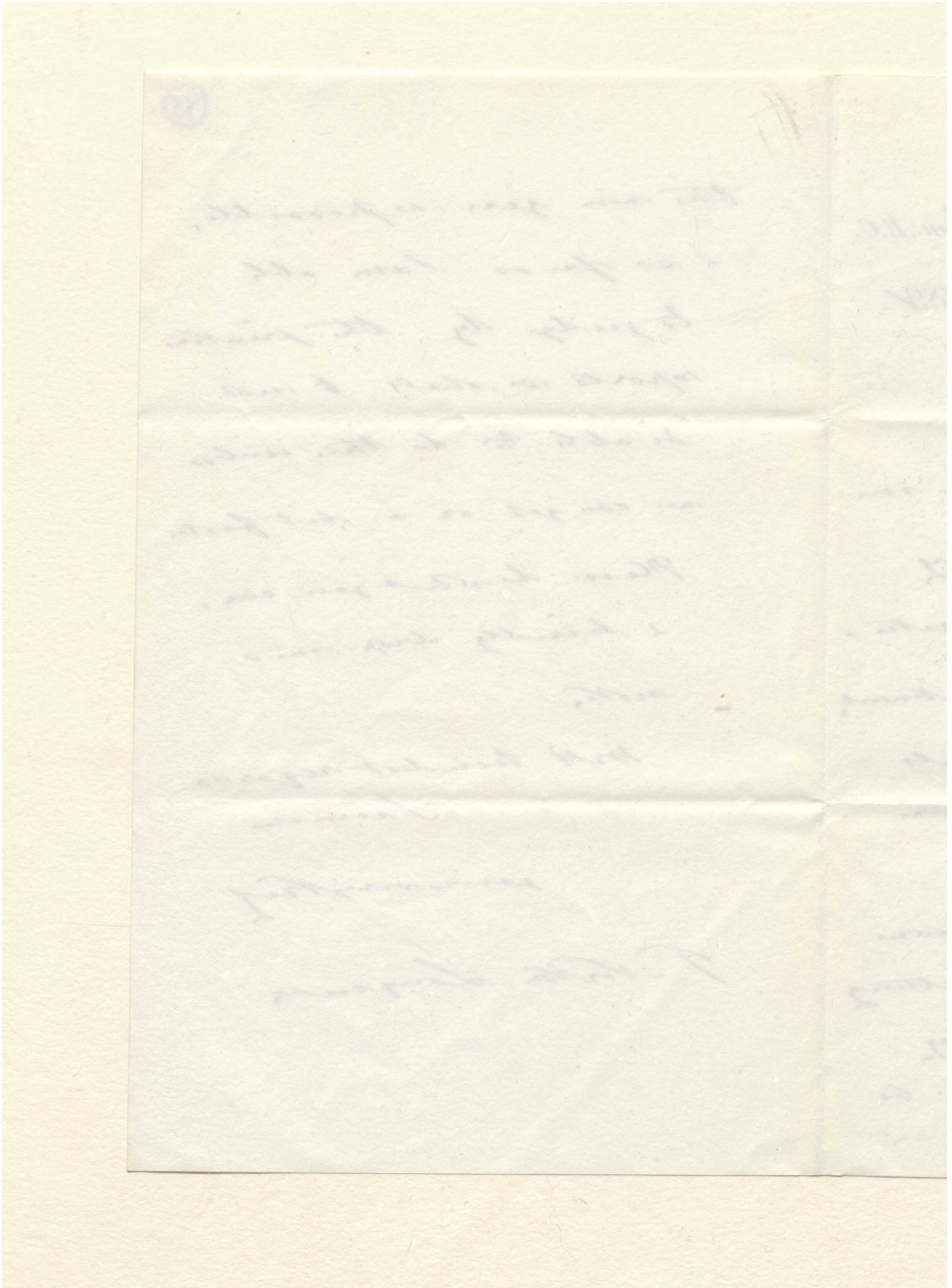
78  
The new year is possible,  
& so far as I am able  
to judge by the printers  
reports we shall & wish  
be able to do this unless  
we can get or a bit faster.

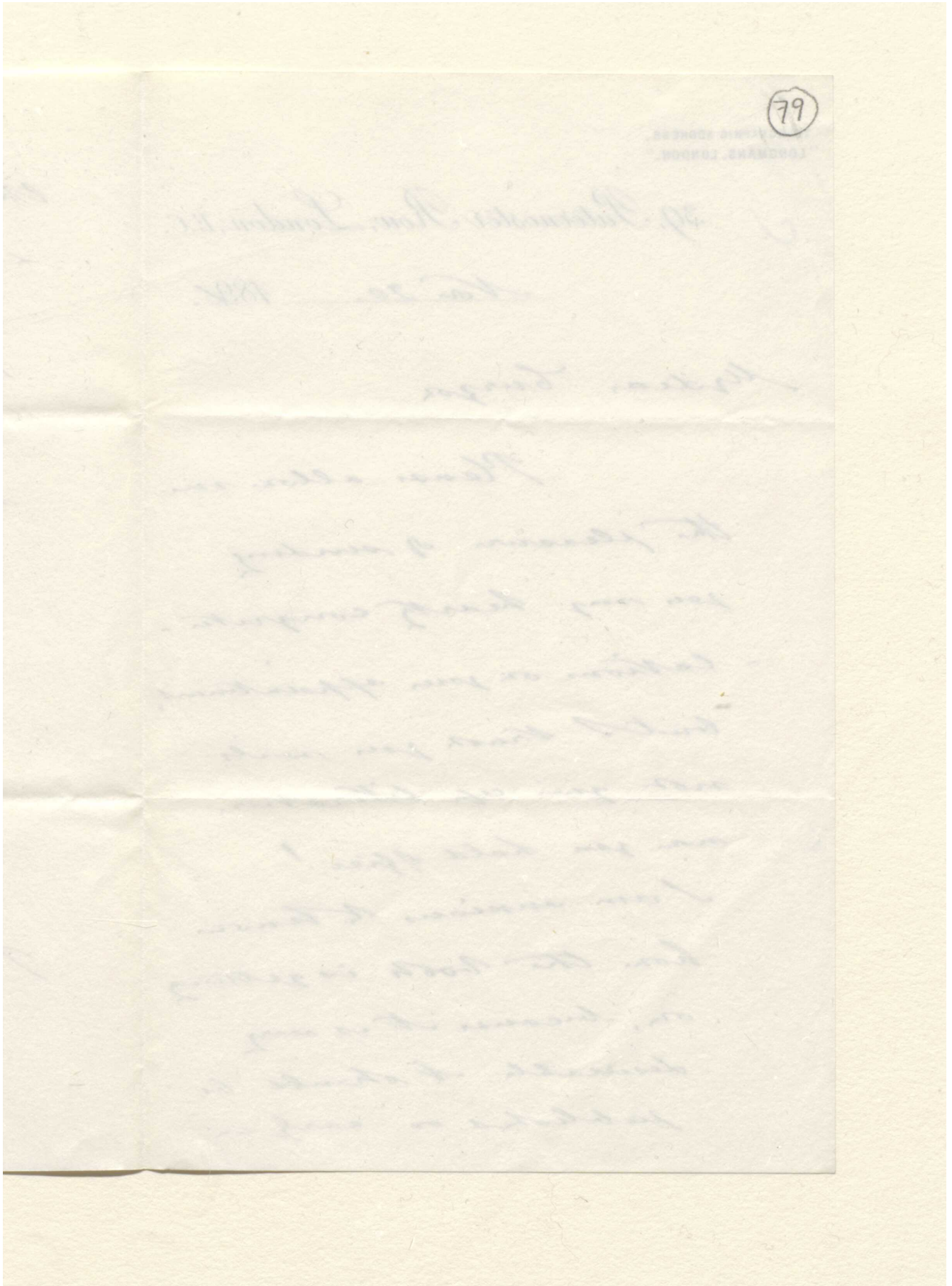
Please do what you can,  
& kindly drop me a  
note.

With kindest regards  
I remain

your very truly

J Norton Longman





TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

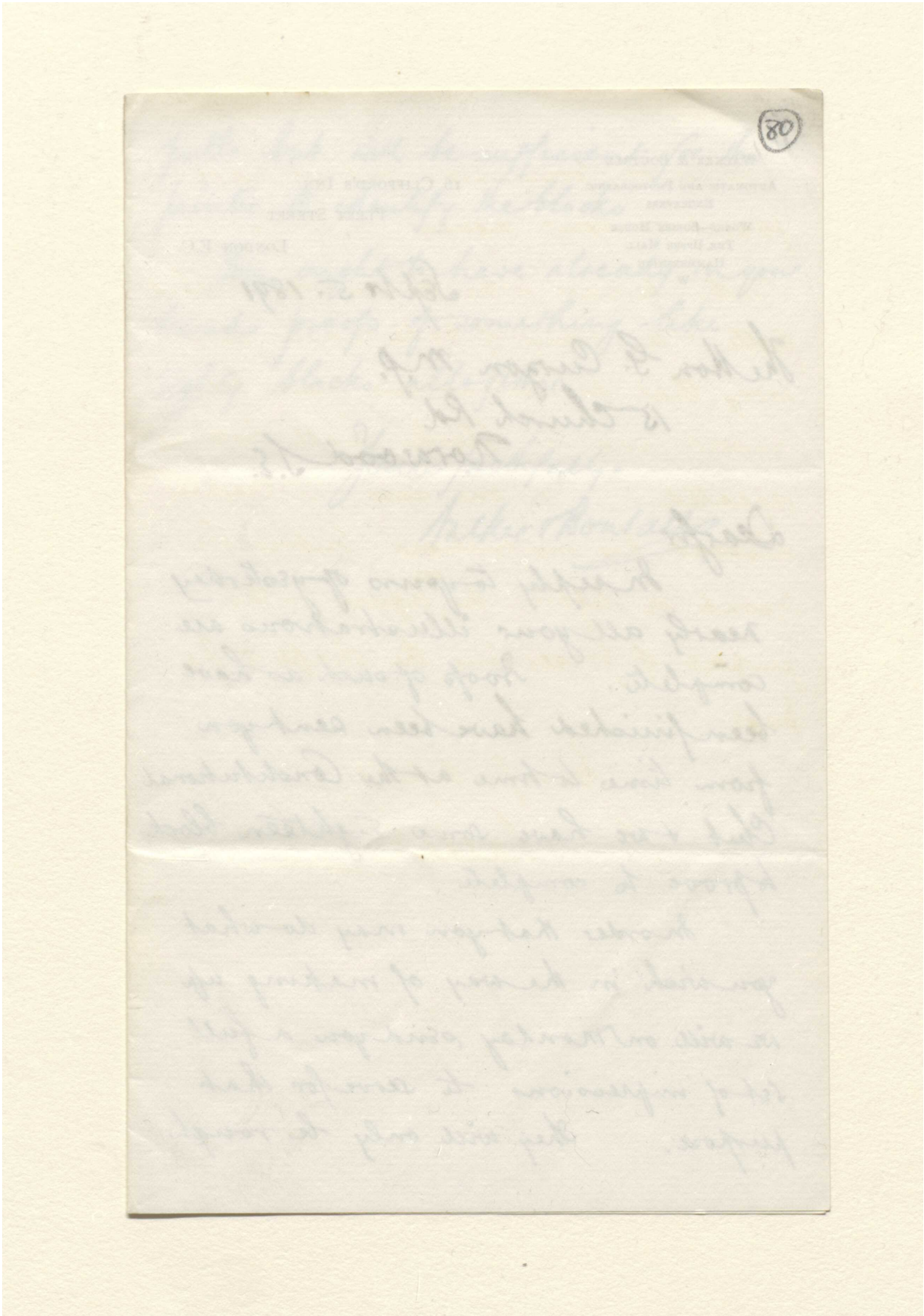
39, Paternoster Row, London, E.C.

Nov 20. 1891.

My dear Curzon

Please allow me  
the pleasure of sending  
you my hearty congratu-  
-lations on your appointment,  
but I trust you will  
not give up literature  
now you hold office!

I am anxious to know  
how the book is getting  
on, because it is very  
desirable it should be  
published as early as



WALKER & BOUTALL  
AUTOMATIC AND PHOTOGRAPHIC  
ENGRAVERS  
WORKS—SUSSEX HOUSE  
THE UPPER MALL  
HAMMERSMITH  
W

16 CLIFFORD'S INN  
FLEET STREET  
LONDON E.C.

Sept 5. 1891

The Hon G. Curzon M.P.  
15 Church Rd  
Norwood S.E.

ful  
prin  
han  
Eigh

Dear Sir

In reply to yours of yesterday nearly all your illustrations are complete. Proofs of such as have been finished have been sent you from time to time at the Constitutional Club & we have some eighteen blocks to prove to complete

In order that you may do what you wish in the way of making up we will on Monday send you a full set of impressions to serve for that purpose. They will only be rough

pulls but will be sufficient for the printer to identify the blocks 81

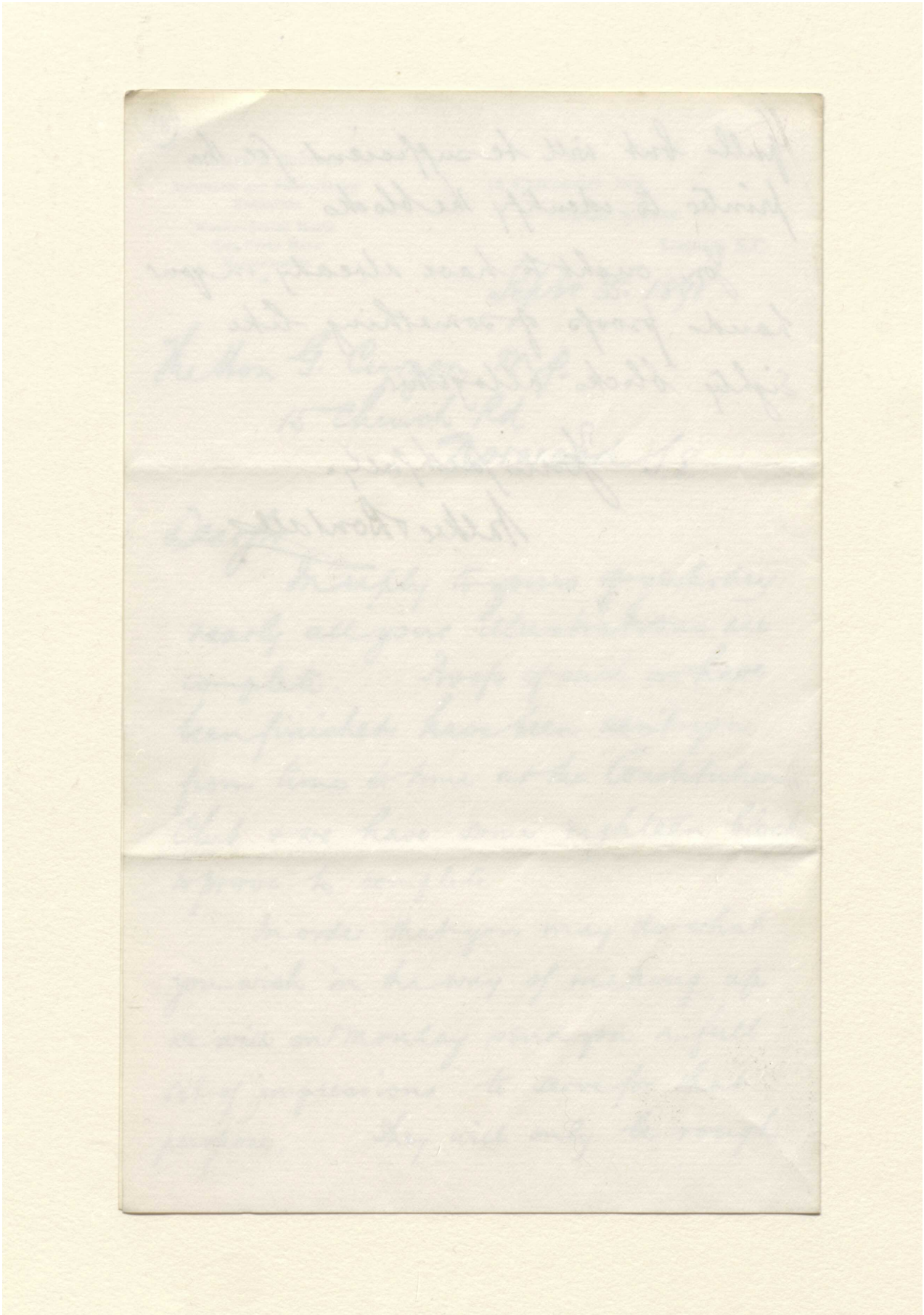
ON E.C.

You ought to have already in your hands proofs of something like eighty blocks altogether

Yours faithfully.  
Herke Bontall

today  
are  
have  
you  
tutorial  
blocks

what  
up  
full  
lab  
ough



Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[82r] (161/358)

c

82

TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row,  
London, E.C.

July 28th 1891

Dear Curzon,

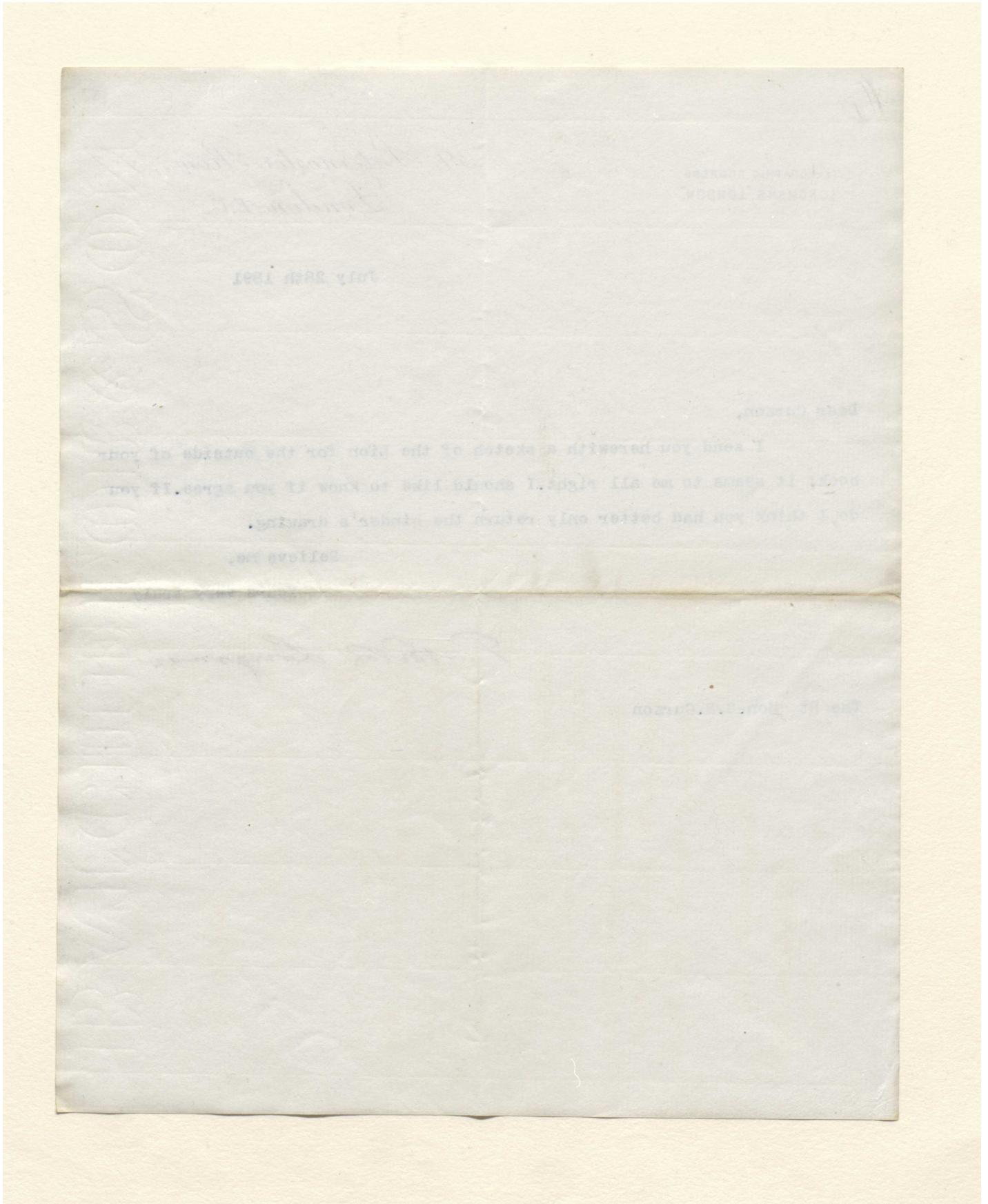
I send you herewith a sketch of the Lion for the outside of your book; it seems to me all right. I should like to know if you agree. If you do, I think you had better only return the binder's drawing.

Believe me,

Yours very truly

T. Norton Longman

The Rt Hon. G. N. Curzon



TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row,  
London, E.C.

February 17th 1891

My dear Curzon,

I want to tell you in confidence about the opinion I have received on vol.1. of your work on Persia, from a literary friend. First let me say that the gentleman I have consulted, is a great reader of very large experience in literary matters and in fact I know no one better able to express an opinion on a book such as yours.

I am pleased to be able to say that my friend considers it undoubted a most elaborate and exhaustive work, <sup>he</sup> and goes on to remark "that the Author not only relates what he has seen, (some of his adventures are amusing) but he has collected all that has been written on the subject—the history of places, lives of persons and every sort of detail. The fault of the book is that it is too minute, but at the same time the book is certainly a valuable one and will have a lasting interest. As regards the sale I do not expect it will be nearly as popular as Mr Curzon's former book. In my opinion everything should be done that can be done to reduce and lighten the work, which is by its nature somewhat heavy. A third volume of Appendix is quite out of the question, and if there must be appendices, the space ought to be subtracted from the body of the work, placing some appendices in vol.1. and some in vo.2."

I feel sure these remarks are worth your careful consideration

37

J. B. Patterson Esq.  
London, E.C.

TELEGRAPHIC ADDRESS  
"LONGMANS, LONDON"

February 17th 1891

My dear Gurnon,

I want to tell you in confidence about the opinion I have received on vol. I. of your work on Persia, from a literary friend. First let me say that the gentleman I have consulted, is a great reader of very large experience in literary matters and in fact I know no one better able to express an opinion on a book such as yours.

I am pleased to be able to say that my friend considers it undoubted a most elaborate and exhaustive work, and goes on to remark "that the Author not only relates what he has seen, (some of his adventures are amusing) but he has collected all that has been written on the subject-the history of places, lives of persons and every sort of detail. The fault of the book is that it is too minute but at the same time the book is certainly a valuable one and will have a lasting interest.

As regards the sale I do not expect it will be nearly as popular as Mr Gurnon's former book. In my opinion everything should be done that can be done to reduce and lighten the work, which is by its nature somewhat heavy. A third volume of Appendix is quite out of the question, and if there must be appendices, the space ought to be subtracted from the body of the work, placing some appendices in vol. I. and some in vol. II."

I feel sure these remarks are worth your careful consideration

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[84r] (165/358)

84

TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row,  
London, E.C.

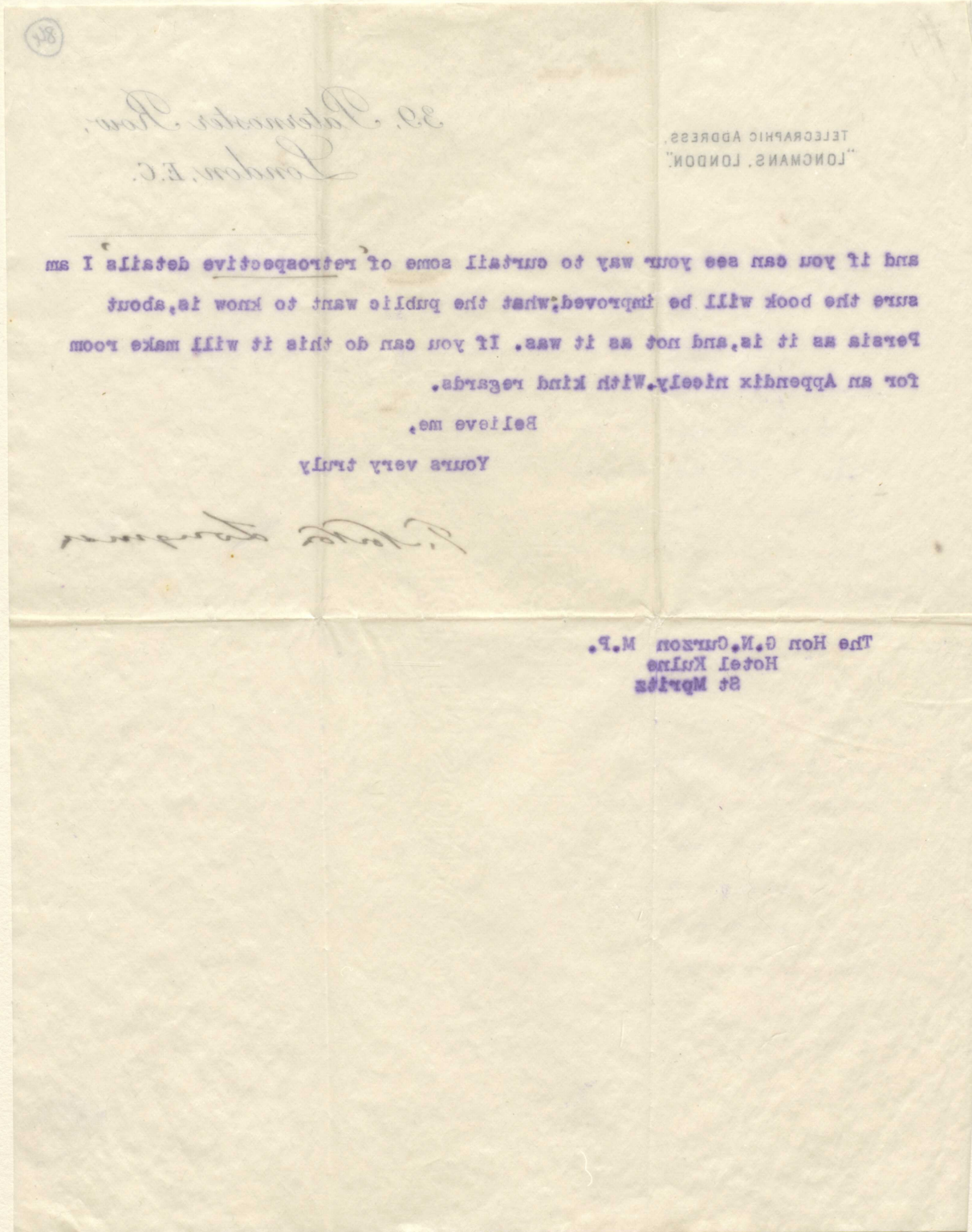
and if you can see your way to curtail some of retrospective details I am  
sure the book will be improved; what the public want to know is, about  
Persia as it is, and not as it was. If you can do this it will make room  
for an Appendix nicely. With kind regards.

Believe me,

Yours very truly

J. Walter Longman

The Hon G.N. Curzon M.P.  
Hotel Kulne  
St Mpritz







(86)

This Agreement, made this 22<sup>d</sup> day  
of July 1890, between  
The Hon George N. Curzon M.A.  
of 7 St James Place, London S.W.

on behalf of himself, his executors, administrators, and assigns, of the One Part,  
and Messrs. LONGMANS and Co., of Paternoster Row, London, on behalf of  
themselves, their successors, and assigns, of the Other Part, whereby it is  
mutually agreed as follows:—

(1.) The said Messrs. LONGMANS and Co. shall publish at their own expense  
and risk  
*A Work on Persia*  
by the said Hon G. N. Curzon

(2.) After deducting from the Produce of the Sale of the said Work  
the expenses of Production and Publication thereof, the Profits  
remaining of every Edition that may be printed, or Translations  
thereof, and the Receipts from every source on account of the said  
Work arising from the Publication, Reproduction abroad, Trans-  
lation, and Sale thereof during the legal term of Copyright, shall be  
divided into ~~two~~ <sup>three</sup> equal parts; ~~one~~ <sup>two thirds</sup> ~~to~~ to be paid to the said  
*Hon. G. N. Curzon* and the  
other ~~two~~ <sup>third</sup> ~~to~~ to belong to Messrs. LONGMANS and Co., it being expressly  
agreed that no Profits shall be accounted as made until the said Messrs.  
LONGMANS and Co. shall have been reimbursed all the said expenses.

Notes and Letters on the Publication and Sale of Persia and the Persian Question [86v] (170/358)

2

- (3.) The expenses of Production shall be taken to mean the actual sums paid by Messrs. LONGMANS for printing, paper, binding, engraving, and advertising, and also for any incidental expenditure incurred in the Production of the Work, it being expressly understood that any discounts received by Messrs. LONGMANS & Co. for cash payments or otherwise shall be brought into account and credited to the Work.
- (4.) The expenses of Publication—viz., rent, rates, and taxes of offices, clerks, travellers, warehousemen, porters, insurance, bad debts, &c., shall be fixed at 10 per cent. on the gross produce of the Work.
- (5.) ~~Corrections above Per sheet of 10 pages on the average~~  
*to be charged to the said Messrs. Longmans*  
~~and deducted from his share of the Profits.~~
- (6.) The Books to be accounted for at the Trade Sale Price, 25 as 24, or 13 as 12 (with a deduction of 5 per cent. to cover Trade Discounts), unless it be thought advisable at any time to dispose of copies, or of the remainder, at a lower price, which is left to the judgment and discretion of Messrs. LONGMANS and Co. Any extra discounts for cash payments, export orders, or otherwise, which Messrs. LONGMANS may deem it advisable to allow to the Trade, shall be brought into account and debited against the Work.
- (7.) In the case of Books first published between January 1 and Midsummer, accounts shall be made up annually to Midsummer, and rendered as soon as practicable after that time, and the balance due to be paid on the following 4th of December; and in the case of Books first published between Midsummer and January 1, accounts shall be made up annually to January 1, and rendered as soon as practicable after that time, and the balance due to be paid on the following 4th of June.

87

3

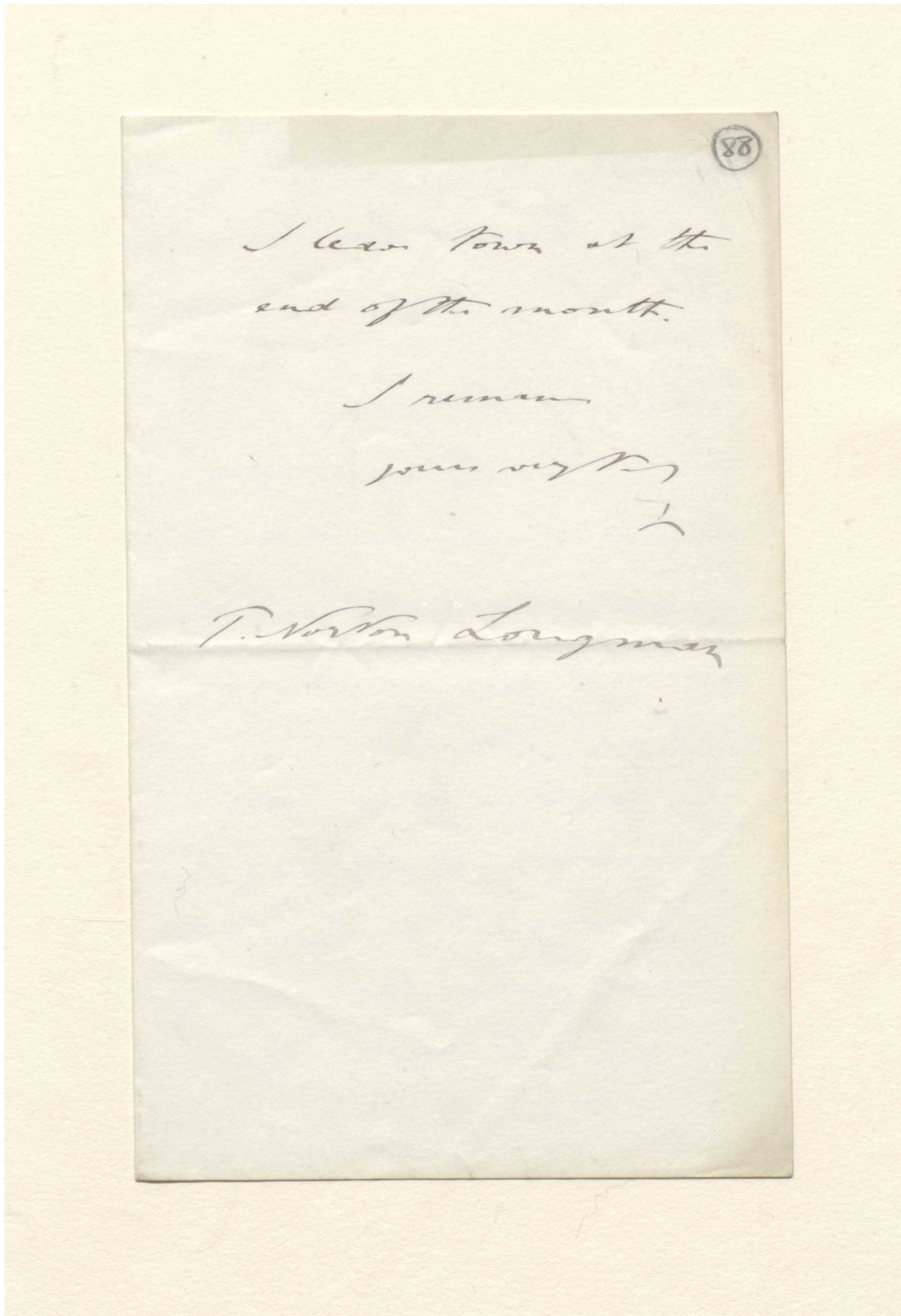
(8.) The Copyright in the Work, and Translations thereof, including all Copyright, Foreign and other Rights under existing or future Treaties or Conventions with America and other Foreign Countries, and under the Canadian Copyright Act, 1875, and any other present or future Indian or Colonial Act, and all Rights of Translation and Reproduction, and all other Imperial, Colonial, and Foreign Rights which now, or during the continuance of the legal term of Copyright, shall be or become appurtenant to the Proprietor of the Copyright of the Work, shall be the joint property of *the Messrs. G. N. Curzon* and Messrs. LONGMANS and Co., in ~~equal shares~~; <sup>two thirds</sup> ~~one~~ ~~share~~ shall belong to the said *third* *Messrs. G. N. Curzon* and the other ~~share~~ to the said Messrs. LONGMANS and Co.

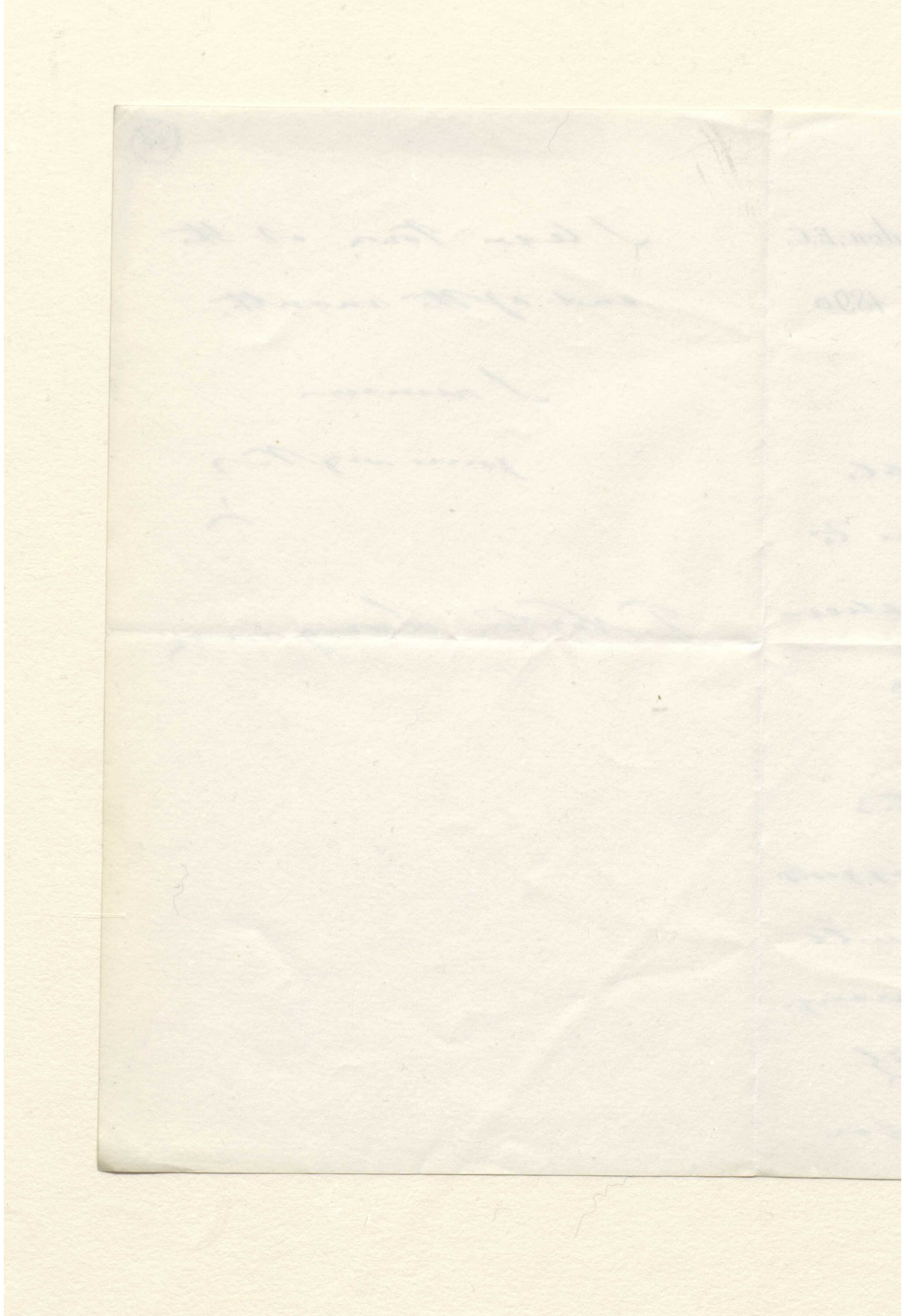
(9.) The general management of the Production, Publication, and Sale of the Work shall be left to the judgment and discretion of Messrs. LONGMANS & Co., including the power of making, on such terms as they may think advisable, or of declining, arrangements with reference to the Production, Publication, Translation, and Sale of the Work, and Translations thereof, in India, the Colonies, America, and other Foreign Countries.

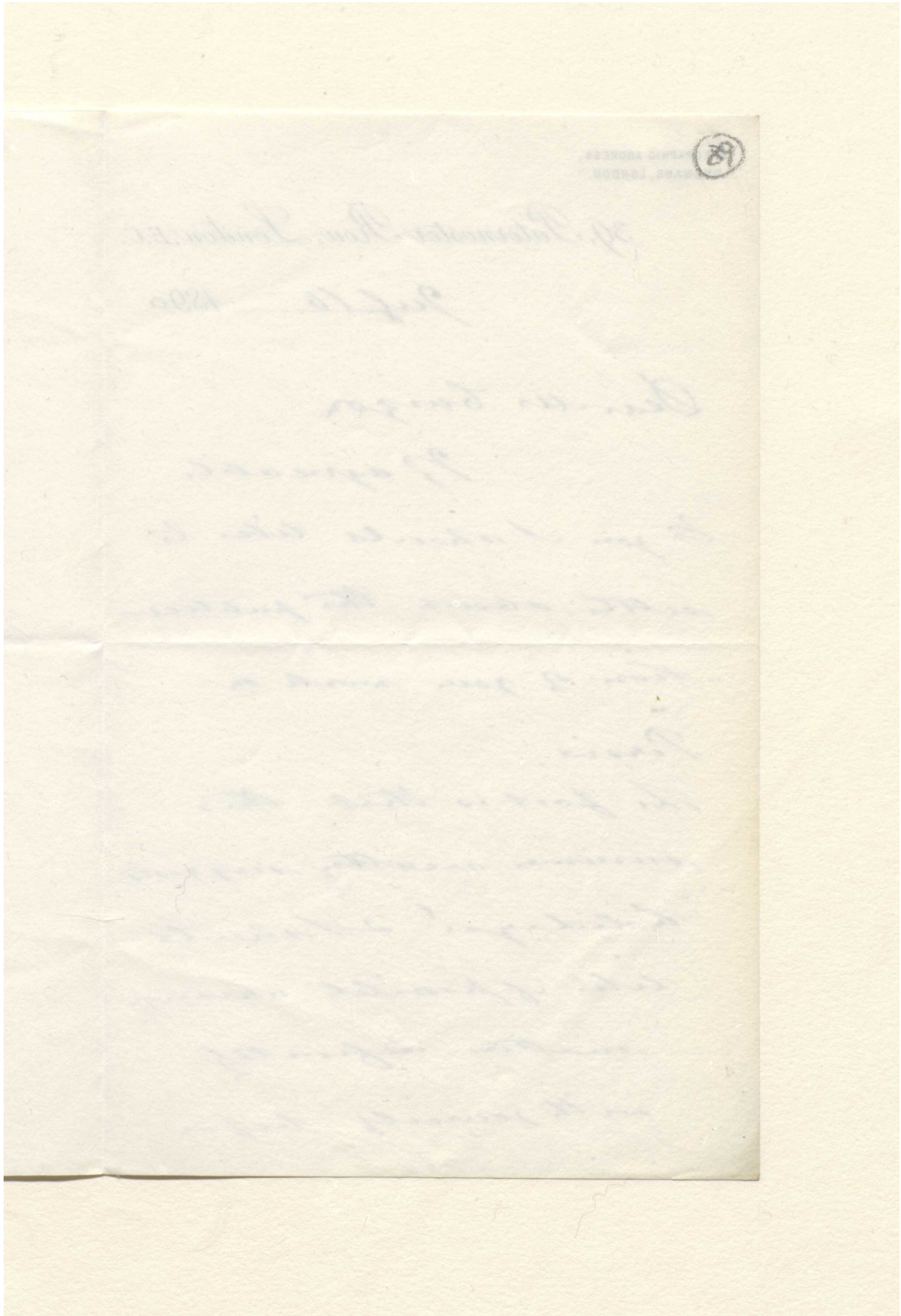
As WITNESS the hands of the parties.

*Longmans, Green, & Co.*









TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

July 16 1890

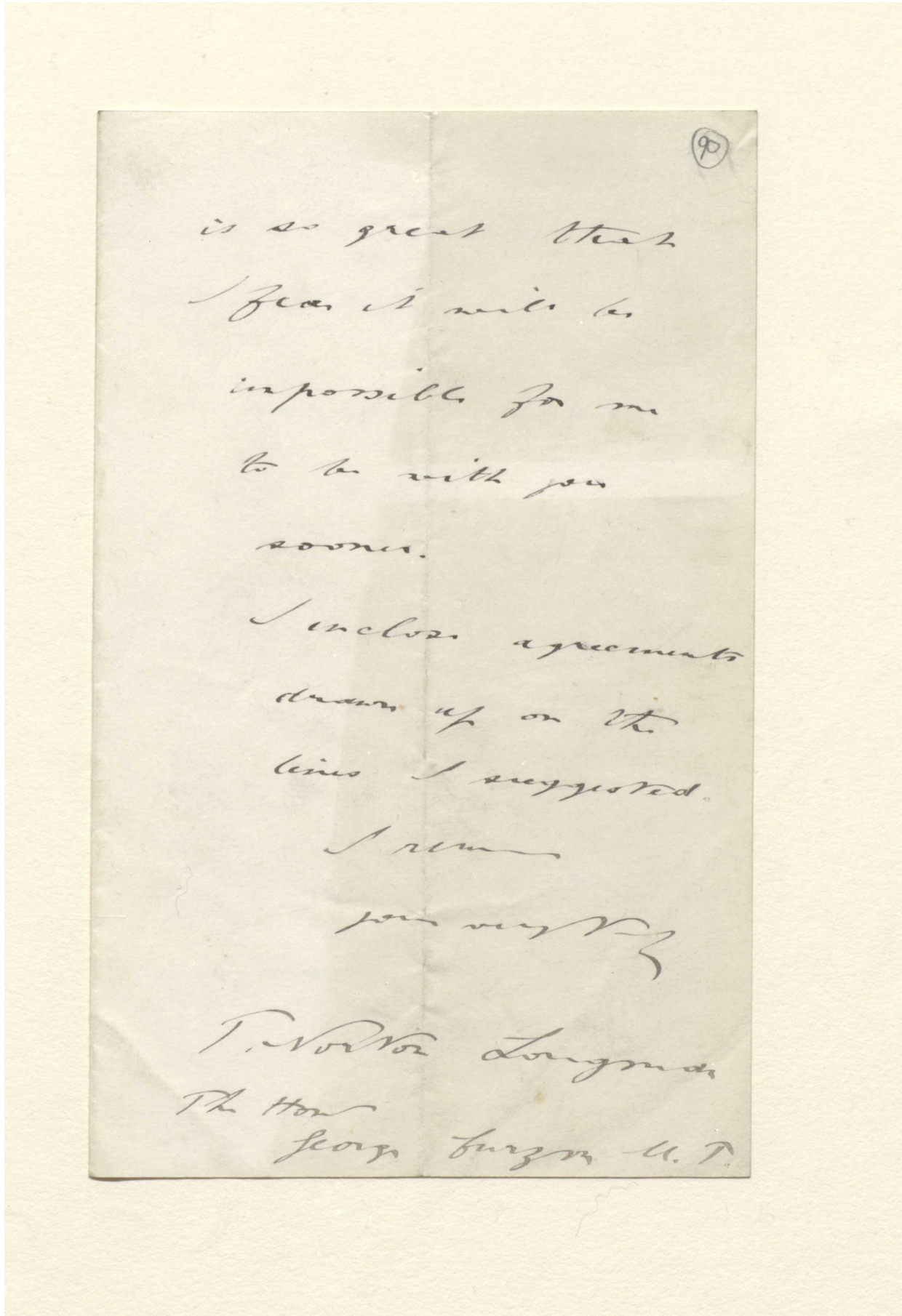
Dear Mr Curzon

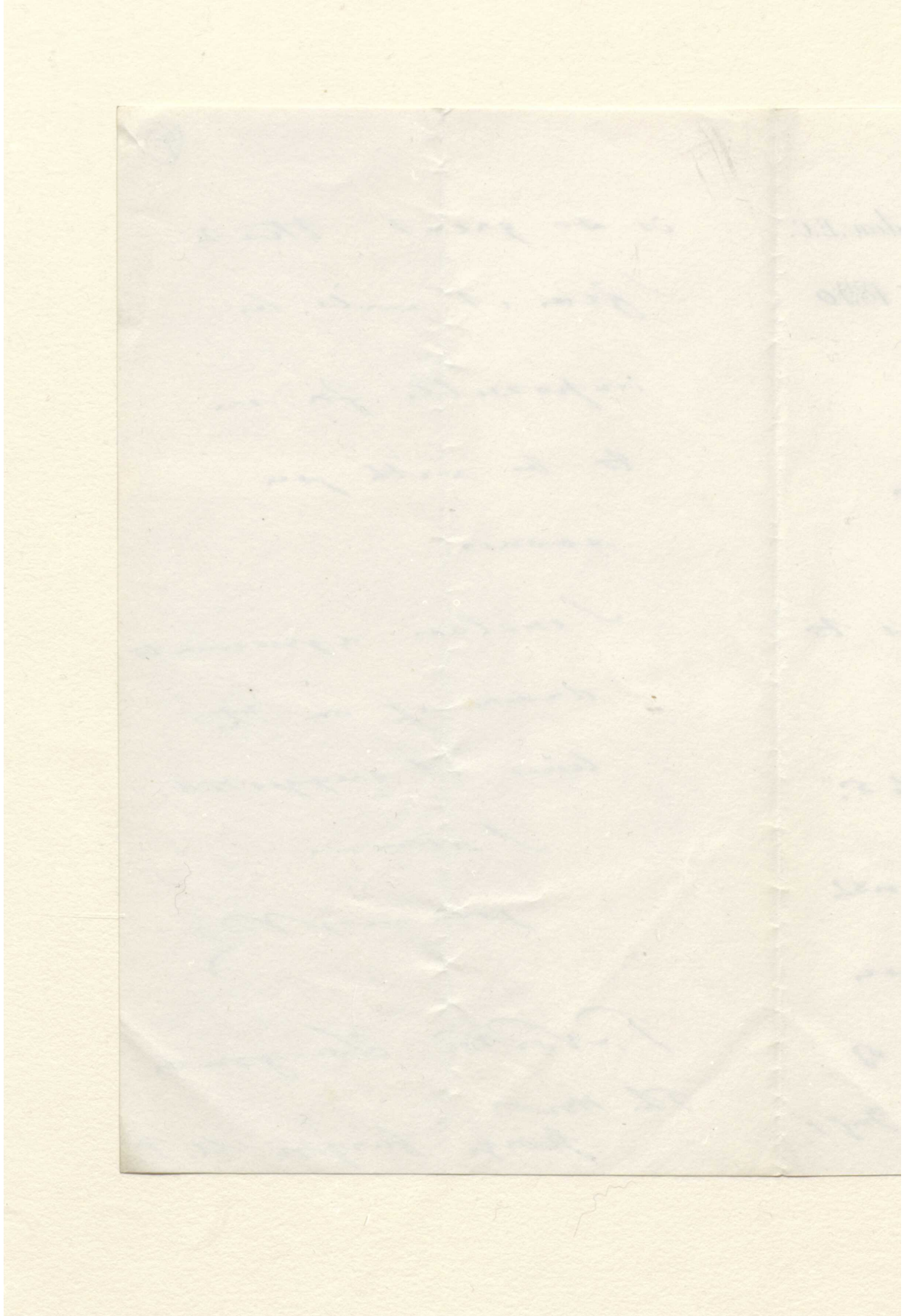
If agreeable,

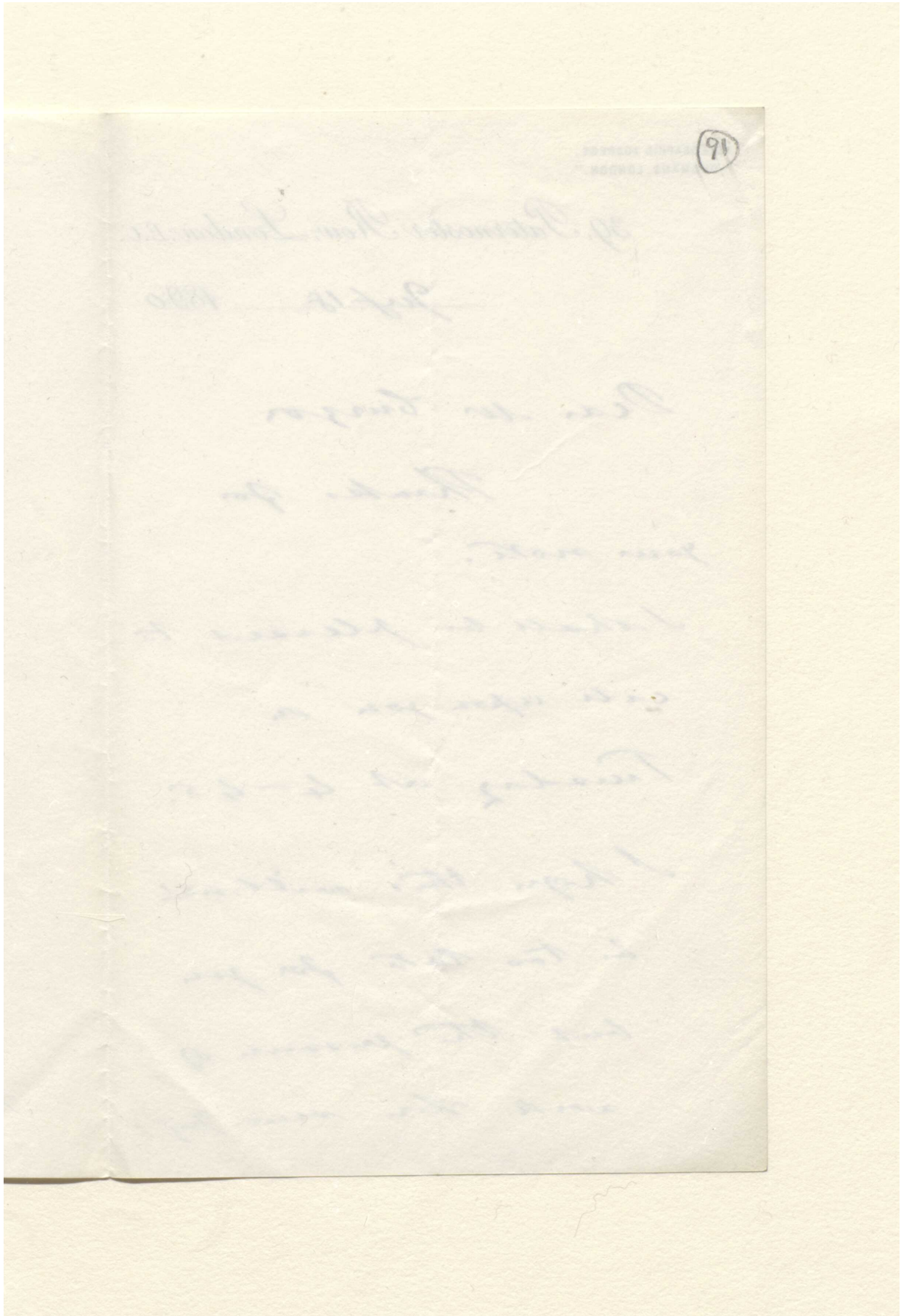
to you I should like to  
settle about the publica-  
-tion of your work on

Persia.

The fact is that this  
summer weather suggests  
holidays! I should  
like if possible arrange  
matters definitely  
with yourself before







TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

July 18 1890

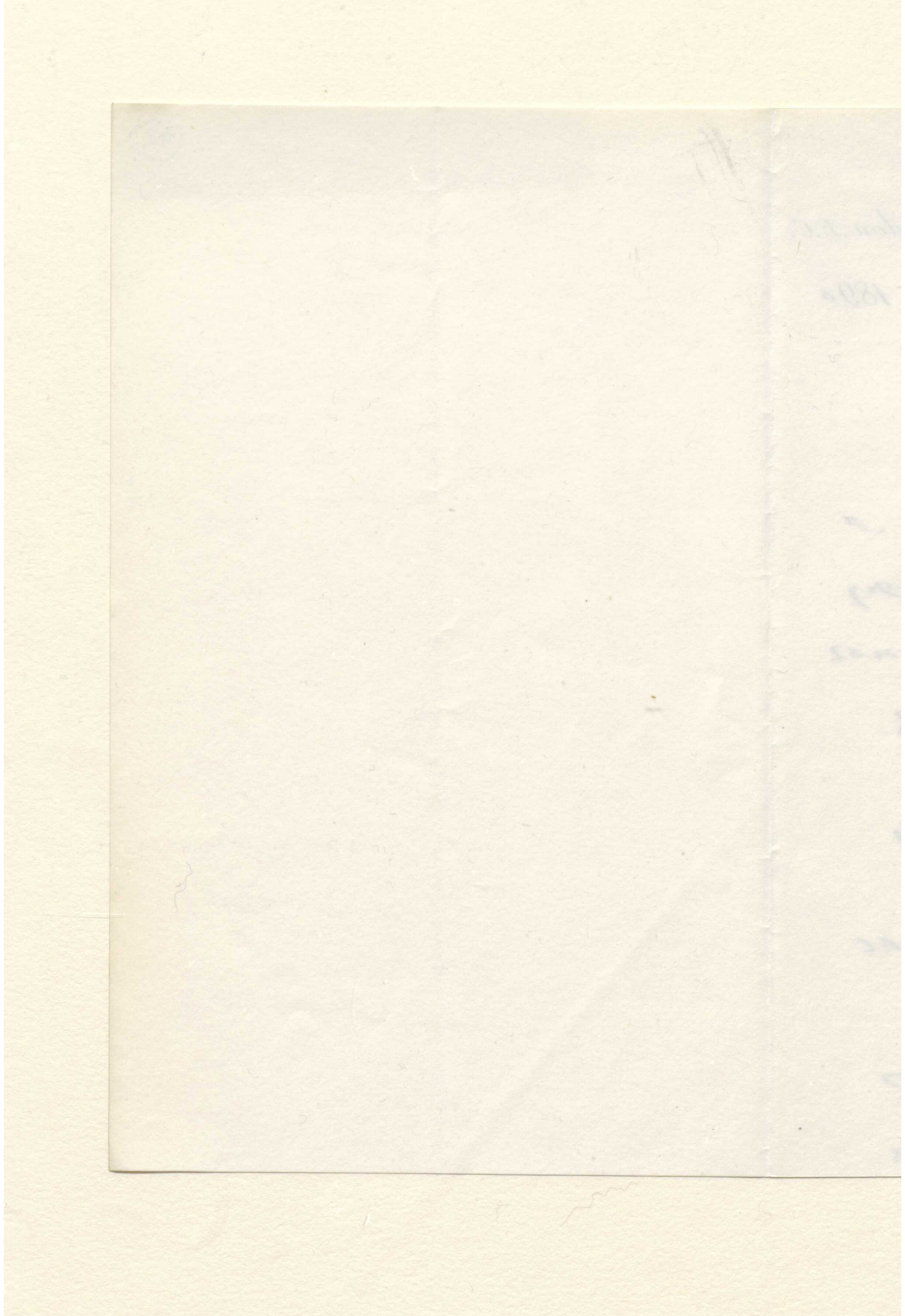
Dear Mr Curzon

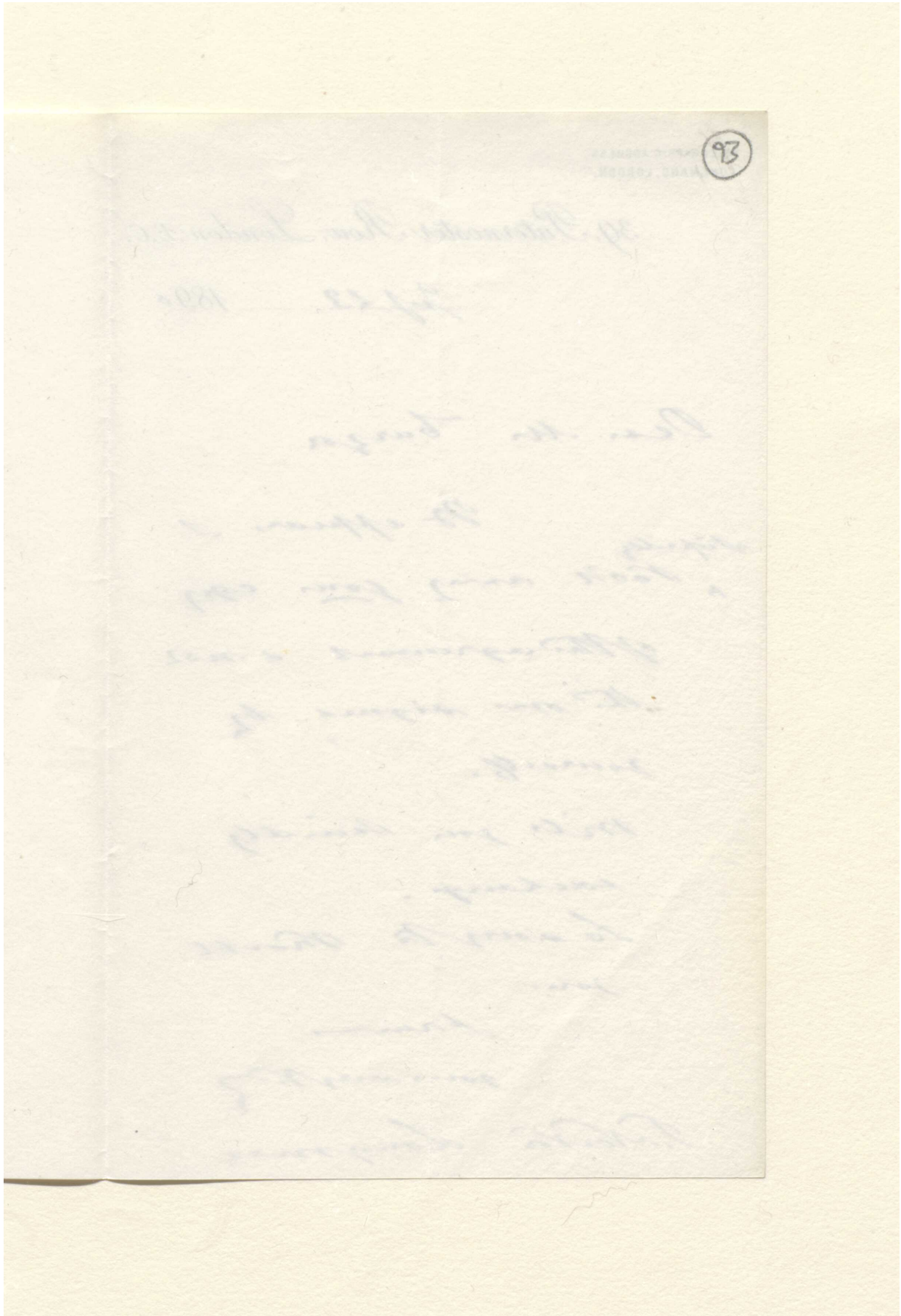
Thanks for  
your note.

I shall be pleased to  
call upon you on  
Tuesday at 4-4.5.

I hope this will not  
be too late for you  
but the pressure of  
work here since July 1.







TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

July 13 1896

Dear Mr. Burzsa

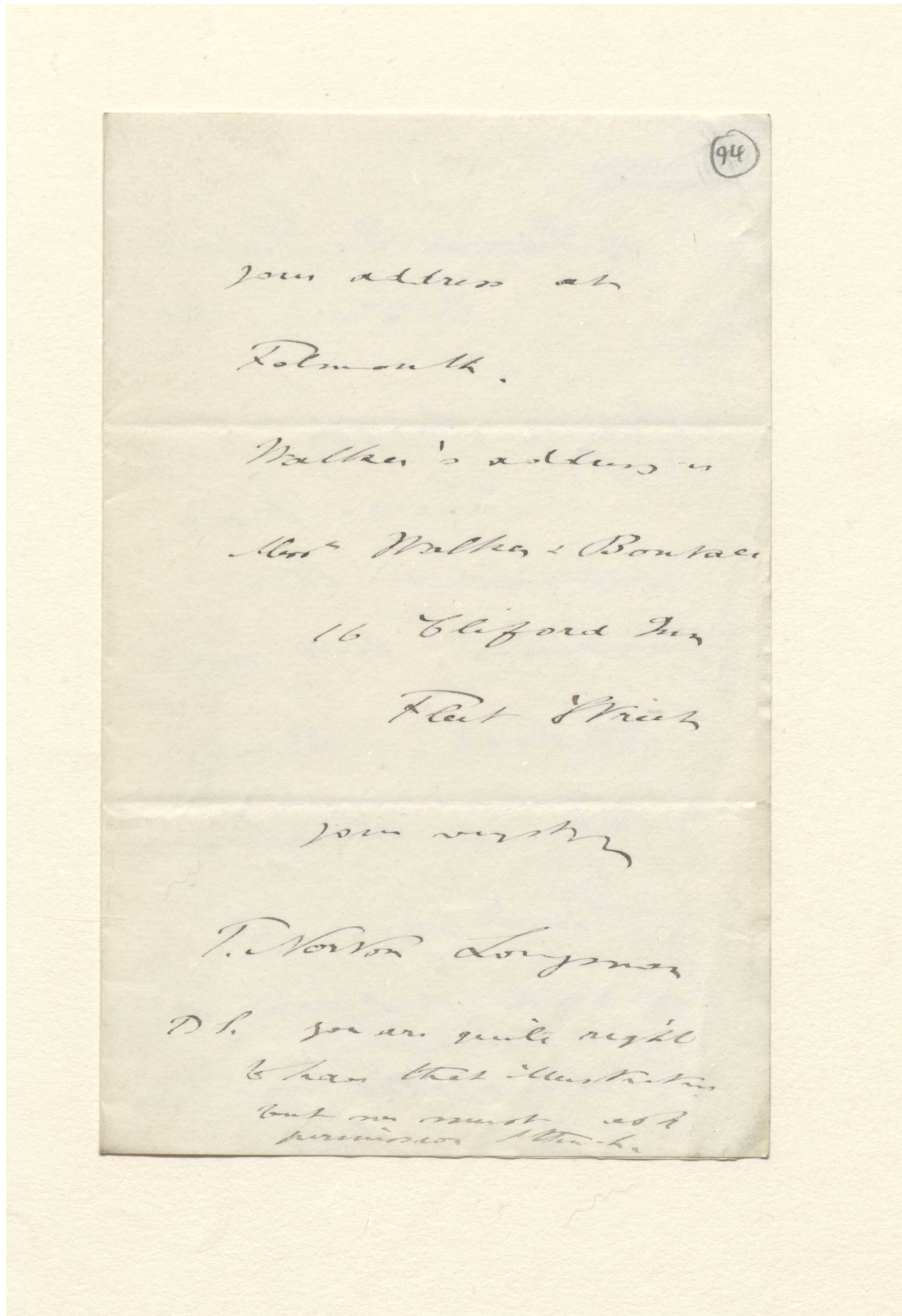
It appears I  
stupidly  
took away your copy  
of the agreement & not  
the one signed by  
yourself.

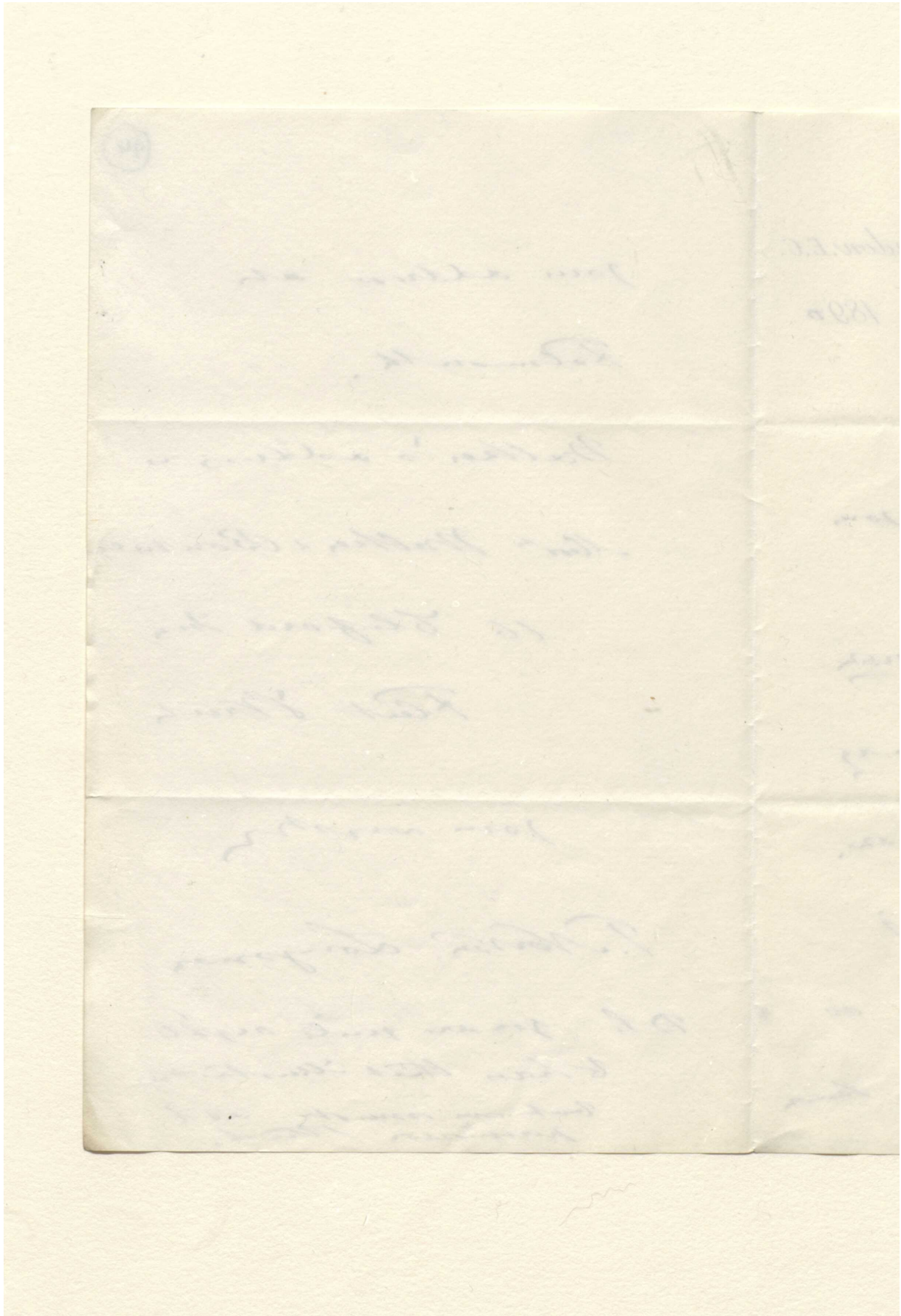
Will you kindly  
exchange.

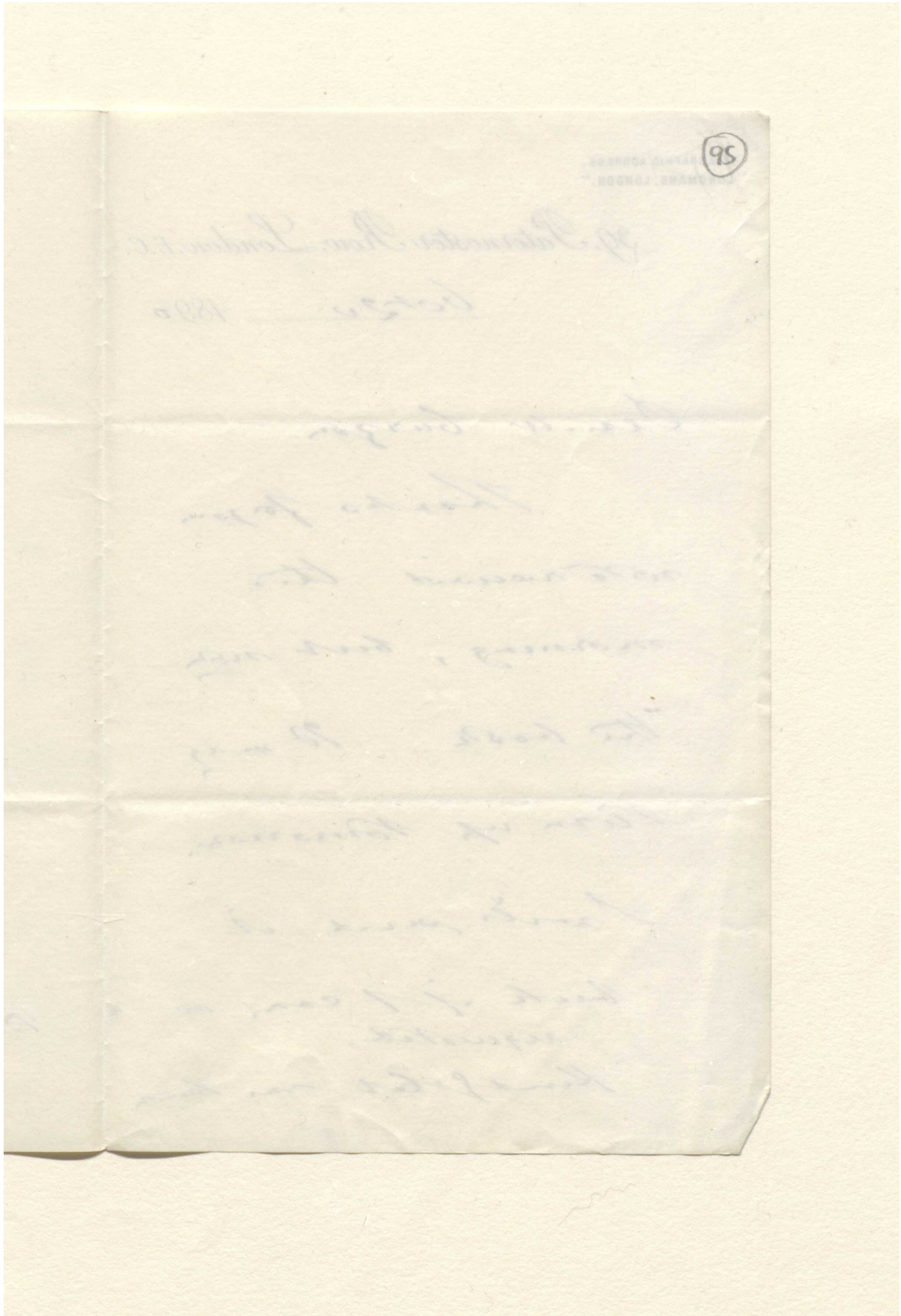
So sorry to trouble  
you.

Truly  
yours

P. North Longman







TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

Oct 20 1890

Dear Mr. Curzon

Thanks for your  
note received this  
morning, but not  
the book. It may

turn up tomorrow.

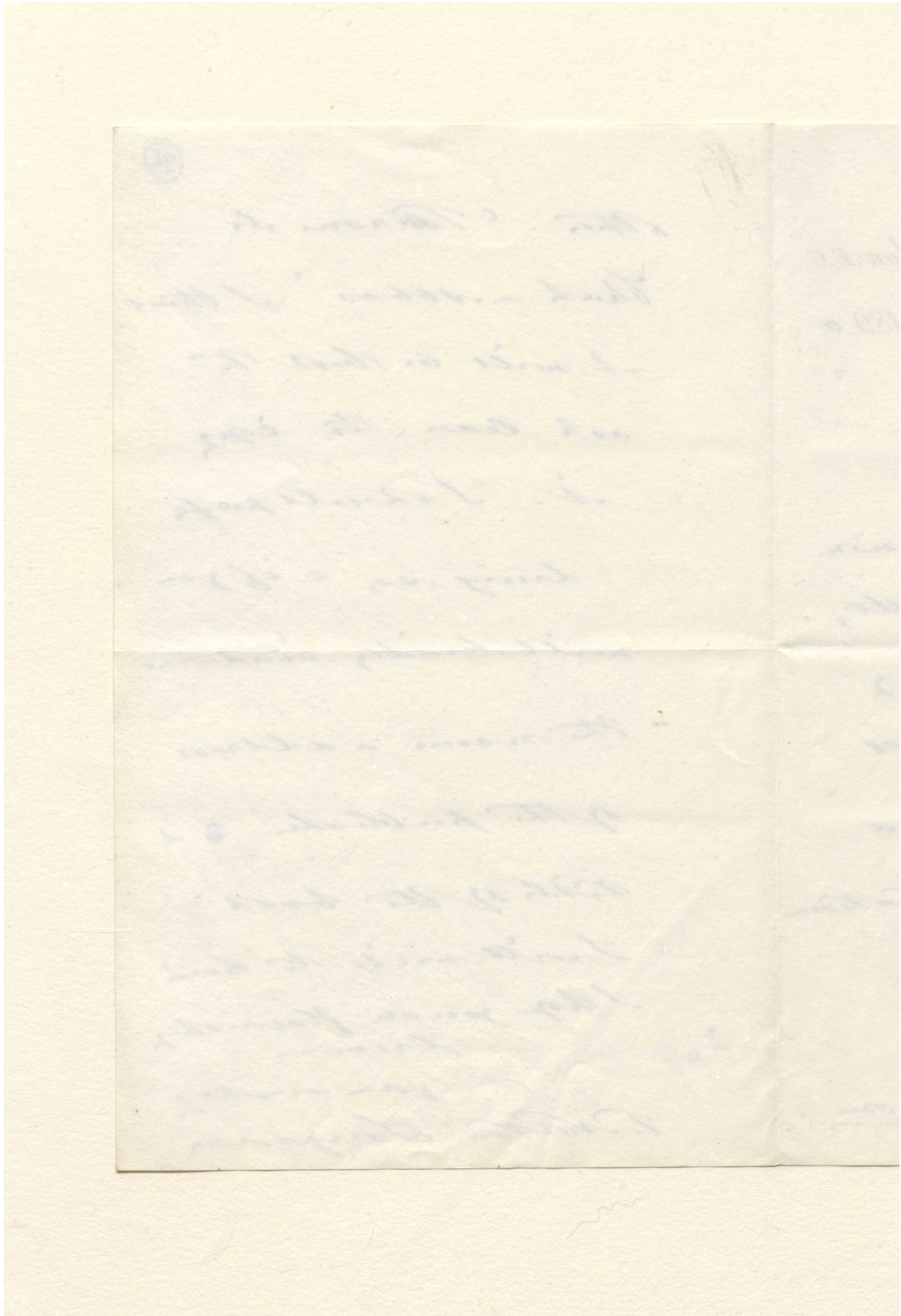
I will send it

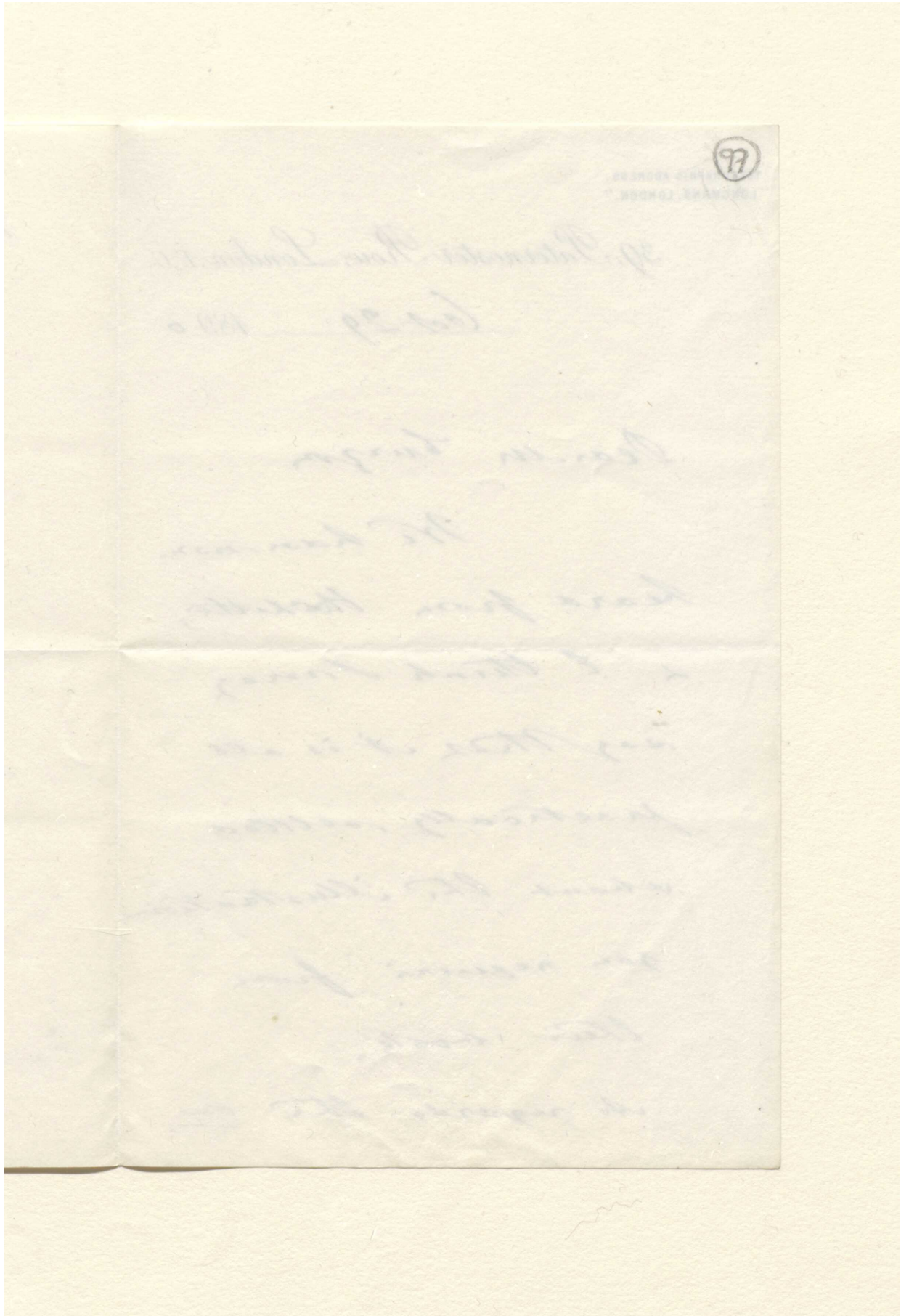
back if I can, as  
requested.

Kindly let me know

(96)

Other 'Persians de  
Shah - Abbas' I think  
it will be best to  
ask leave to copy  
it. I should prefer  
doing so, & if you  
will kindly send me  
the name & address  
of the publisher & &  
title of the book  
I will write to him  
I hope you are flourishing  
I am  
your most  
T. Norton Longman





TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

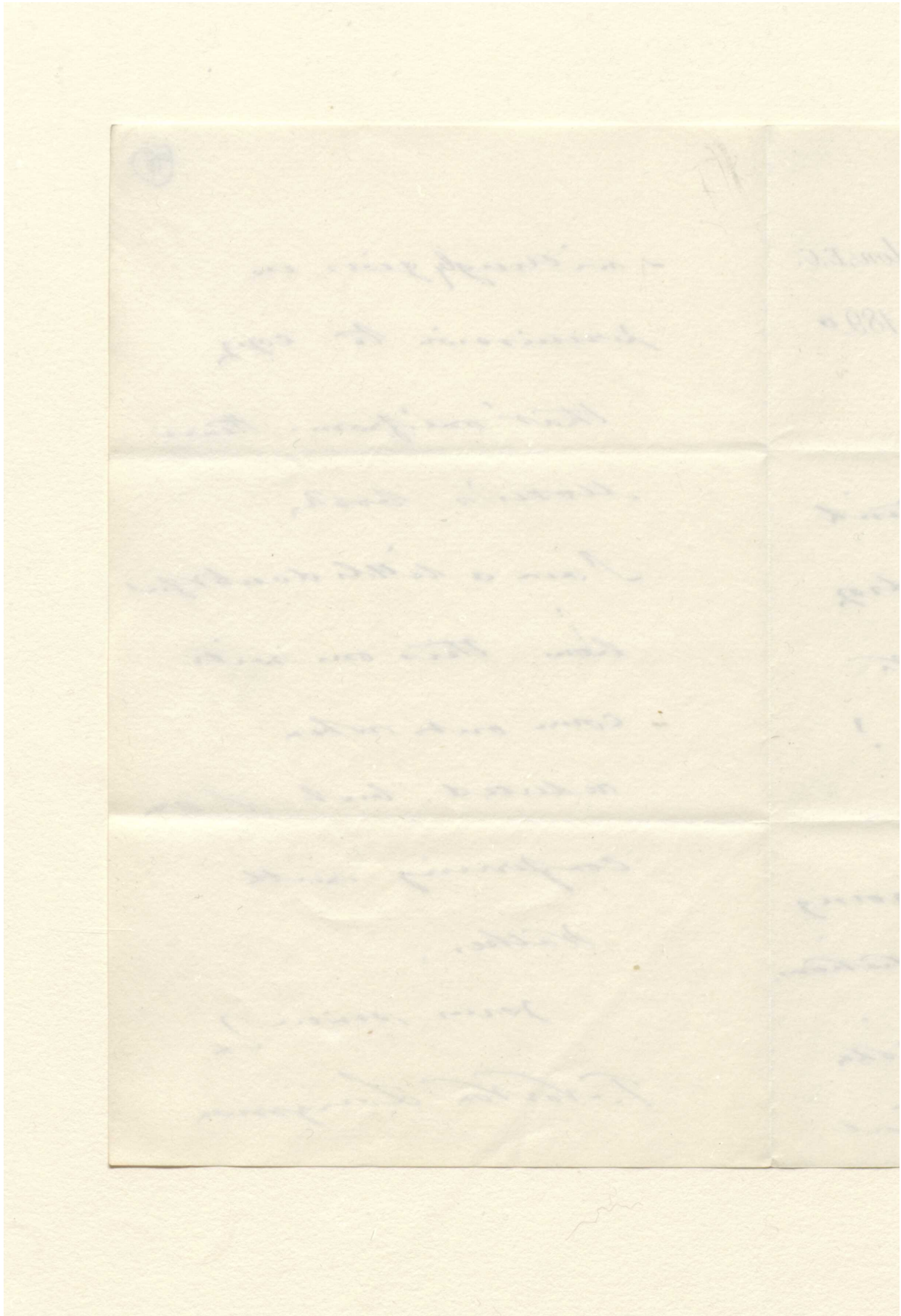
Oct 29 1890

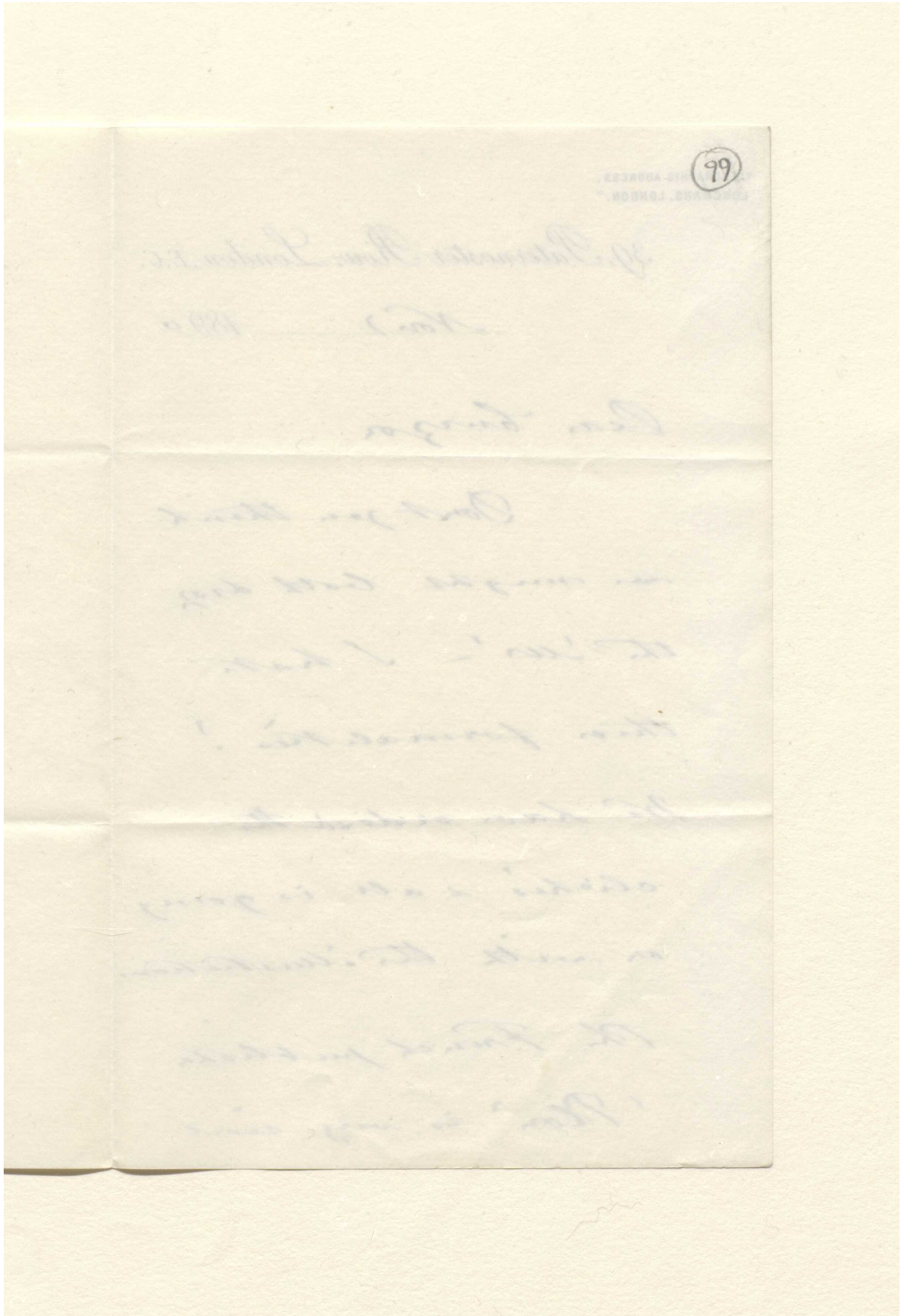
Dear Mr Burzon

We have now  
heard from Hockett,  
& I think I may  
say that it is all  
practically settled  
about the illustrations  
you require from  
their book.  
As regards the one

(98)

I willingly gives us  
permission to copy  
that one from. Henri  
Morris's books  
I am a little doubtful  
how this one will  
come out when  
reduced, but I am  
confering with  
Walker.  
Yours sincerely  
T. Norton Longman





TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

Nov 7. 1890

Dear Burzon

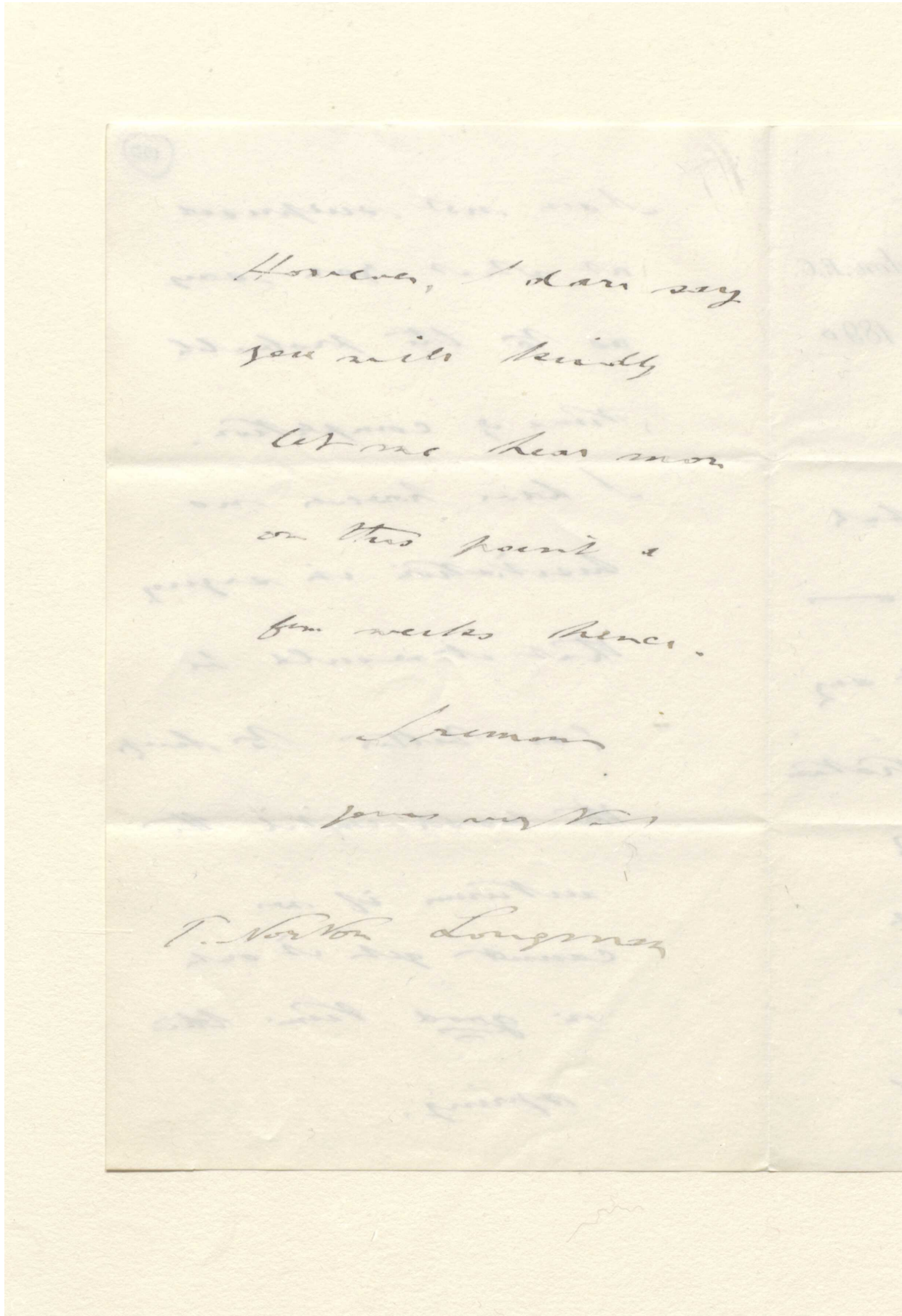
Don't you think  
we might both drop  
the 'us' - I hate  
these formalities!

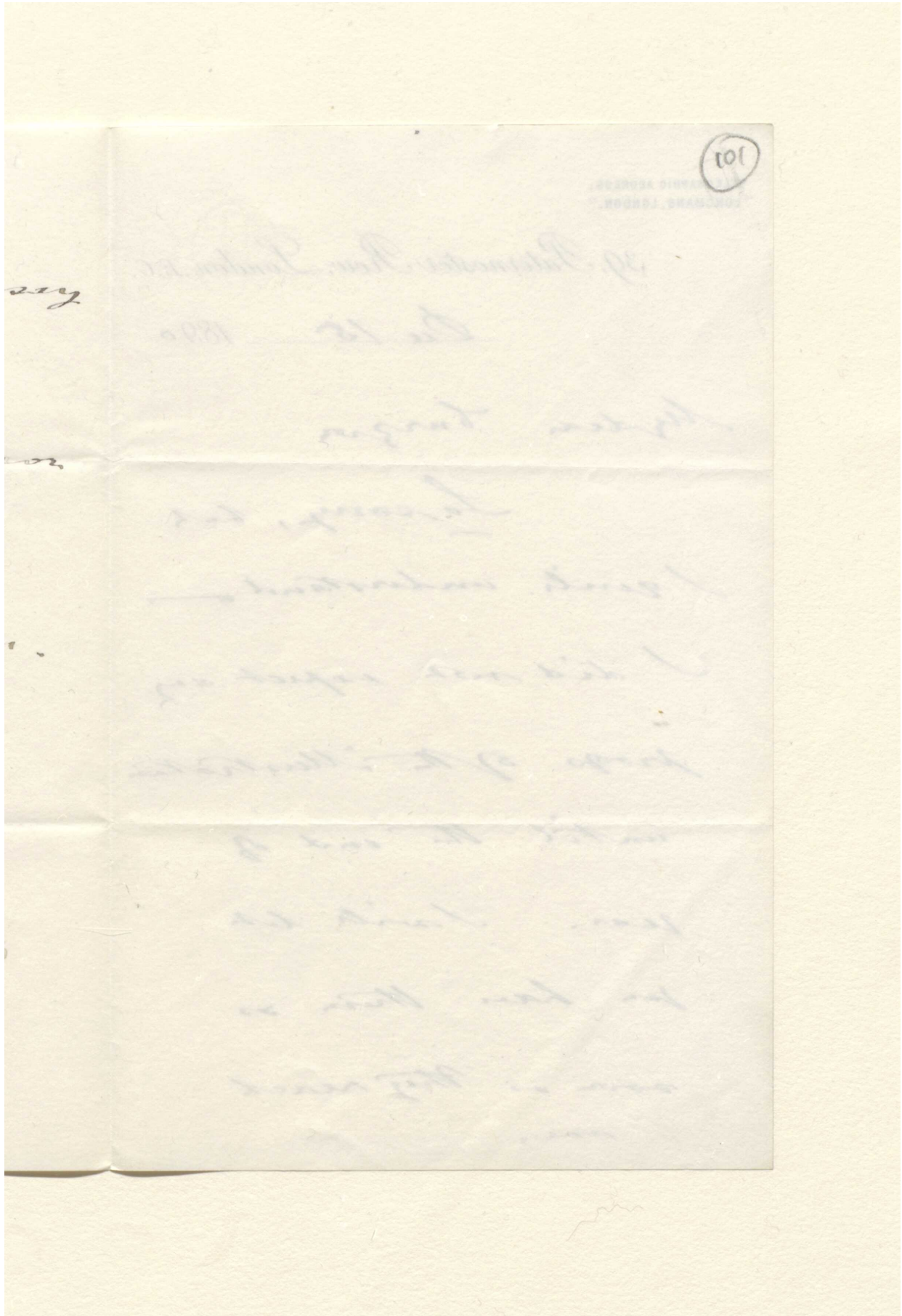
We have ordered the  
cliques & all is going  
on with the illustrations.

The French publisher

'Non' is very civil

100  
I am not surprised  
at what you say  
as to the probable  
time of completion.  
I have however no  
hesitation in saying  
that it would be  
far better to keep  
the book until the  
return if we  
cannot get it out  
in good time this  
spring.





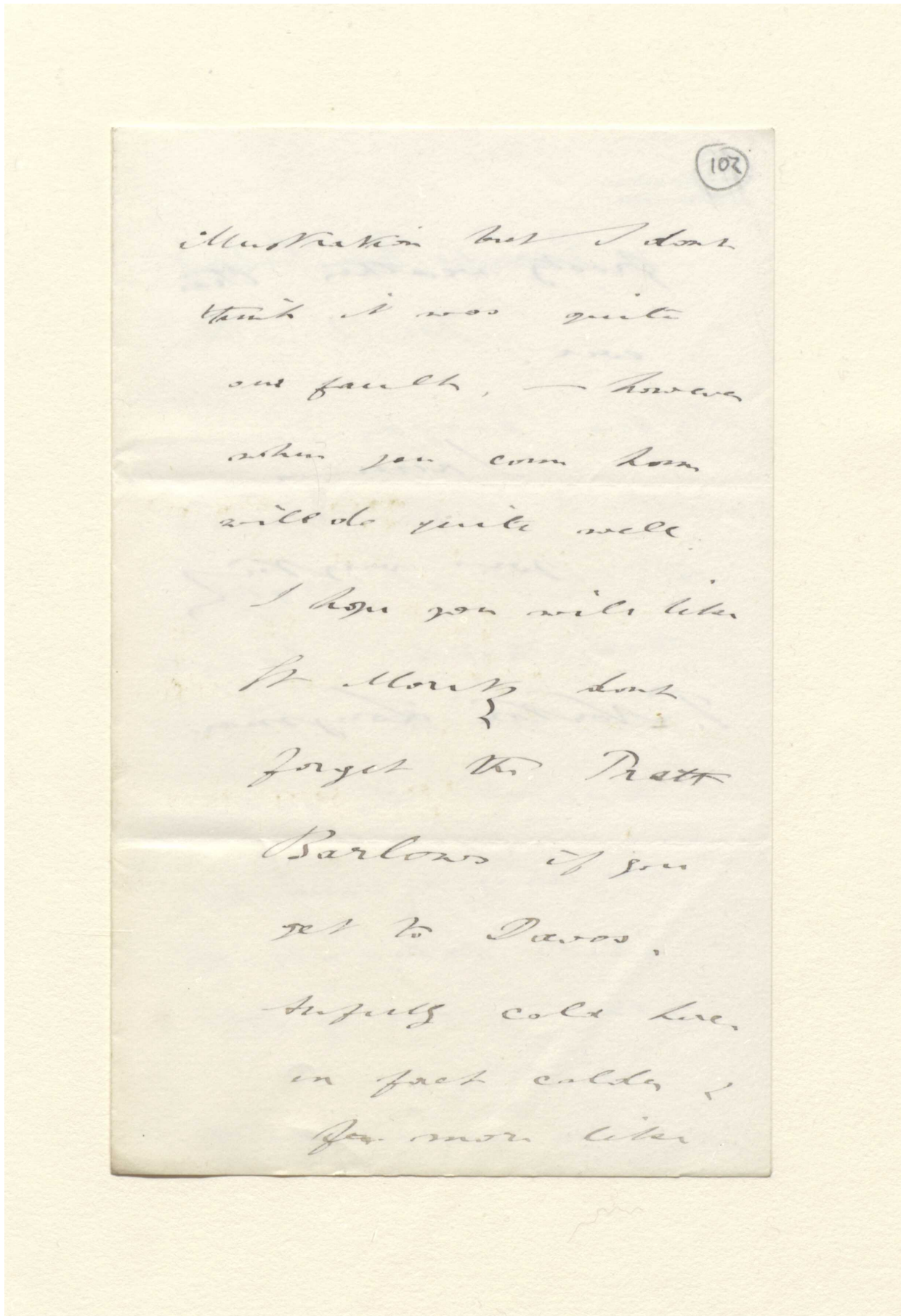
TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

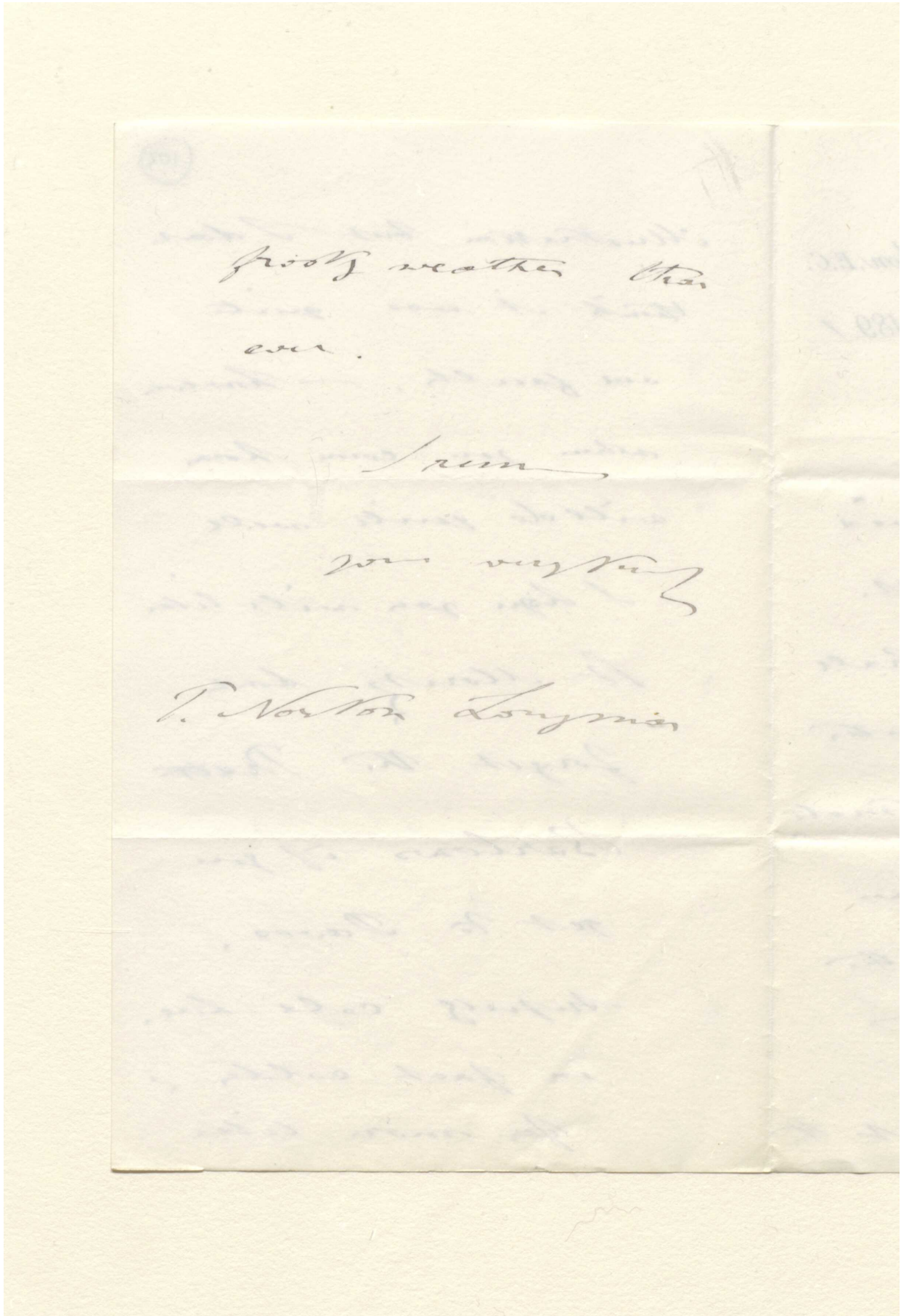
39, Paternoster Row, London, E.C.

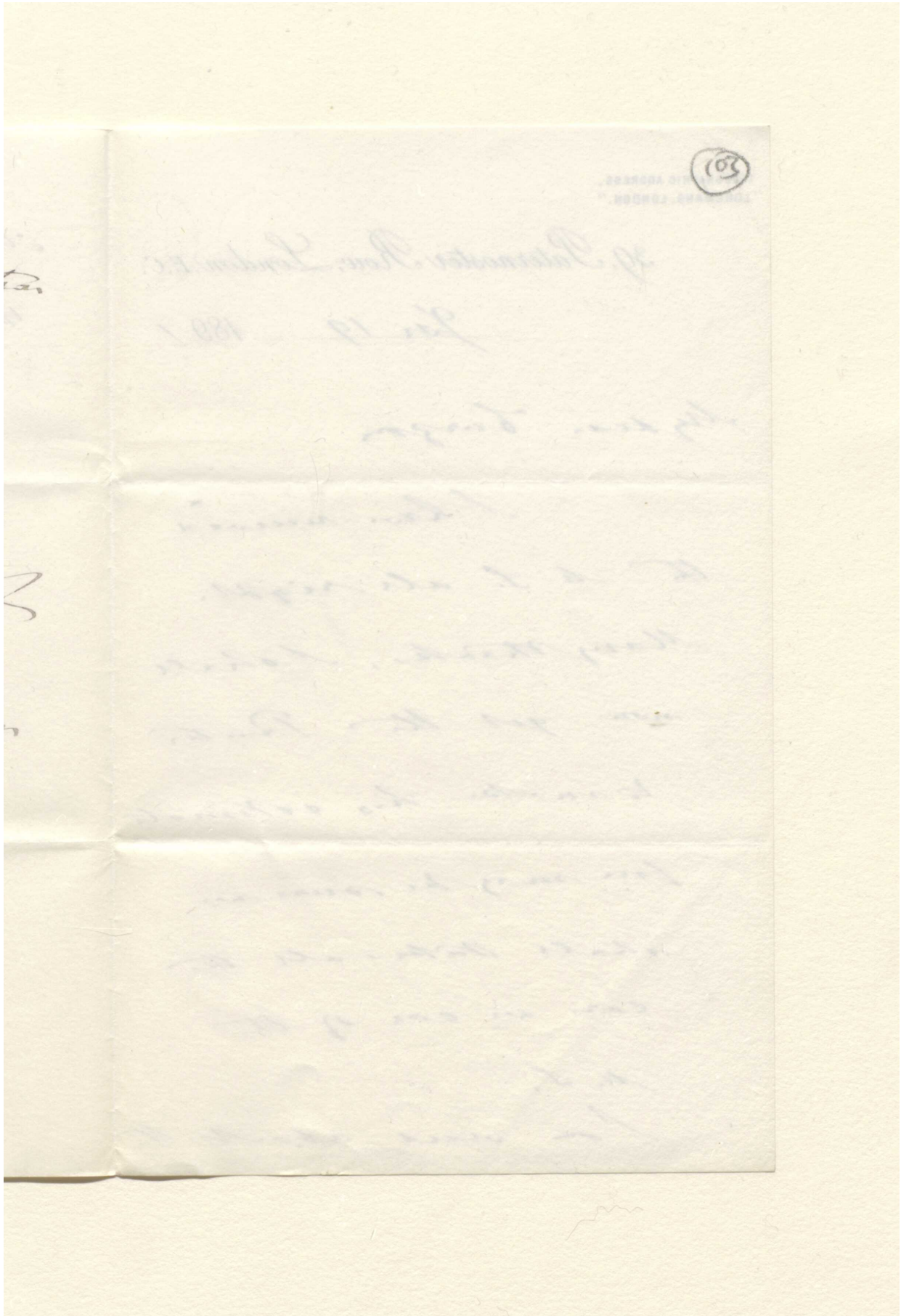
Dec 15 1890

My dear Burzora

I'm sorry, but  
I quite understand —  
I did not expect any  
proofs of the illustrations  
until the end of  
year. I will let  
you have them as  
soon as they reach  
me.







TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

Jan 19 1891

My dear Burzon

I have received  
the h. s. all right.

Many thanks, I shall  
now get the Printer

to make his estimate

for my book cover and

shall take all the

care in case of the

M. S.

I am vexed about the

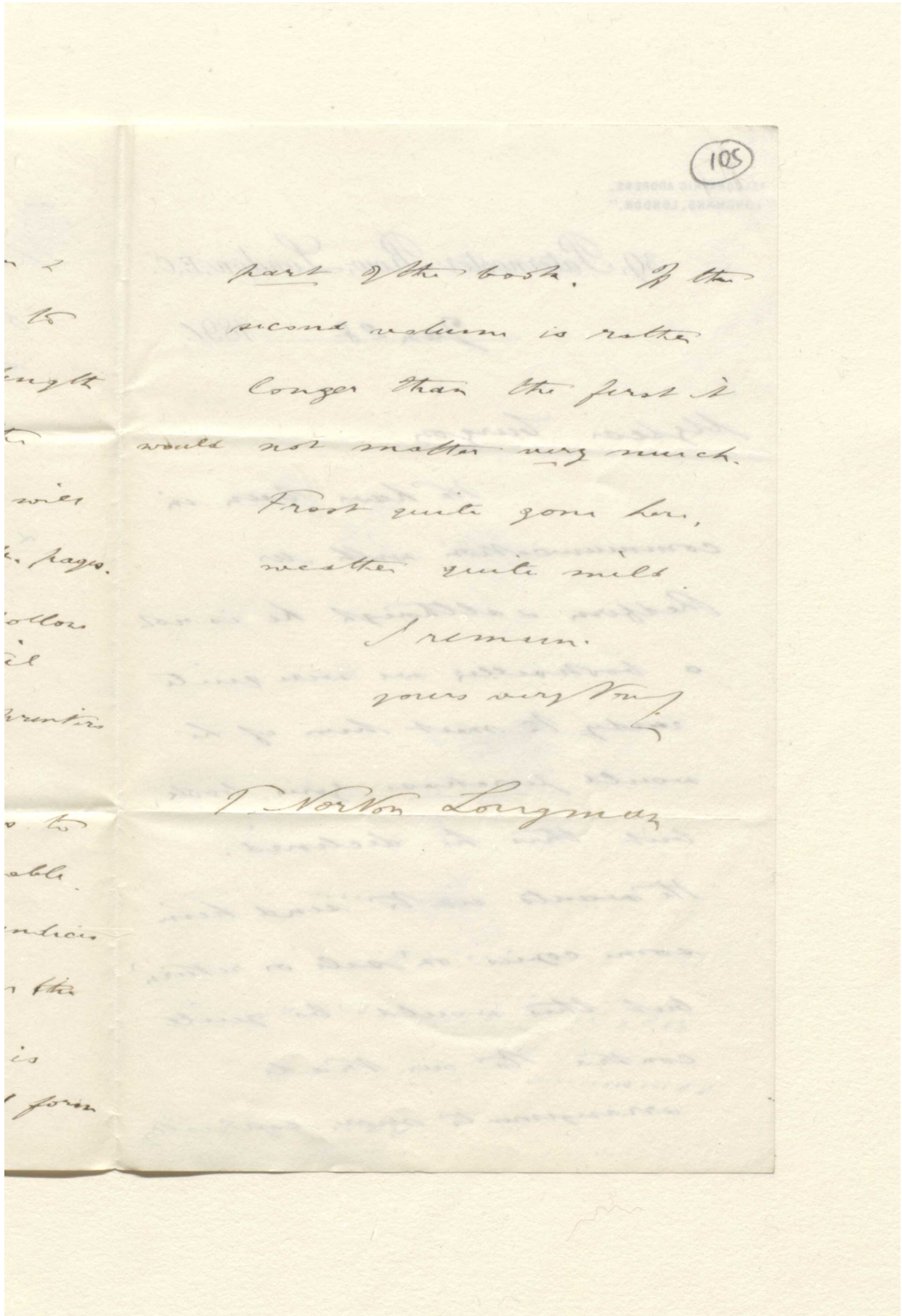
(104)

as he by no means a bookseller!  
I am sorry, but there is <sup>no</sup> help  
for it. Thanks all the  
same for the suggestion.

As a matter of fact your  
account is practical ready-  
but  
& waiting ~~unless~~ we cannot  
send it off until we receive  
the statement of numbers  
sold in America. We are  
expecting the information  
daily. I promise you  
to get it off as soon as  
possibly can.

I have now received the  
printer's estimate & specimen  
page which I ~~will~~ enclose  
I trust you will approve.

I printed in this form &  
the Chapters that are to  
come (13 & 14) are the length  
you have put down, the  
M. S. now in my hands will  
make just about 514 pages.  
In order that you may follow  
this calculation in detail  
I enclose a copy of the printer's  
calculation Chapter by  
Chapter. This appears to  
me to <sup>be</sup> all quite workable.  
As regards the Appendices  
the more I think over the  
matter, the more I feel it is  
necessary they should form



TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

Jan 28 1891.

My dear Turzon

We have been in  
communication with Mr  
Redfern & although he is not  
a bookseller we were quite  
ready to meet him if he  
would purchase your book,  
but this he declined.

He wants us to send him  
some copies on 'sell or return'  
but this would be quite  
contrary to our trade  
arrangements more especially

(106)

The fact is on looking into  
it I remember all about  
it. I was in doubt  
at the time as to how  
these books should be  
charged, not knowing  
if they were for private  
friends or for persons  
likely to really help the  
sale of the book. I  
fancy you were ungettable  
at the moment so I  
could not ask you, anyhow  
I decided to charge them  
up, knowing the point  
must come before you  
when the account was

made up.

No apology whatsoever is  
required for your troubling

me on the point, on the

contrary you <sup>are</sup> ~~was~~ quite

right in bringing any

matter of this kind

before me, indeed, if this

is understood between <sup>us</sup> ~~us~~!

shall equally not

hesitate to express my

opinion should it be ~~it~~  
necessary.

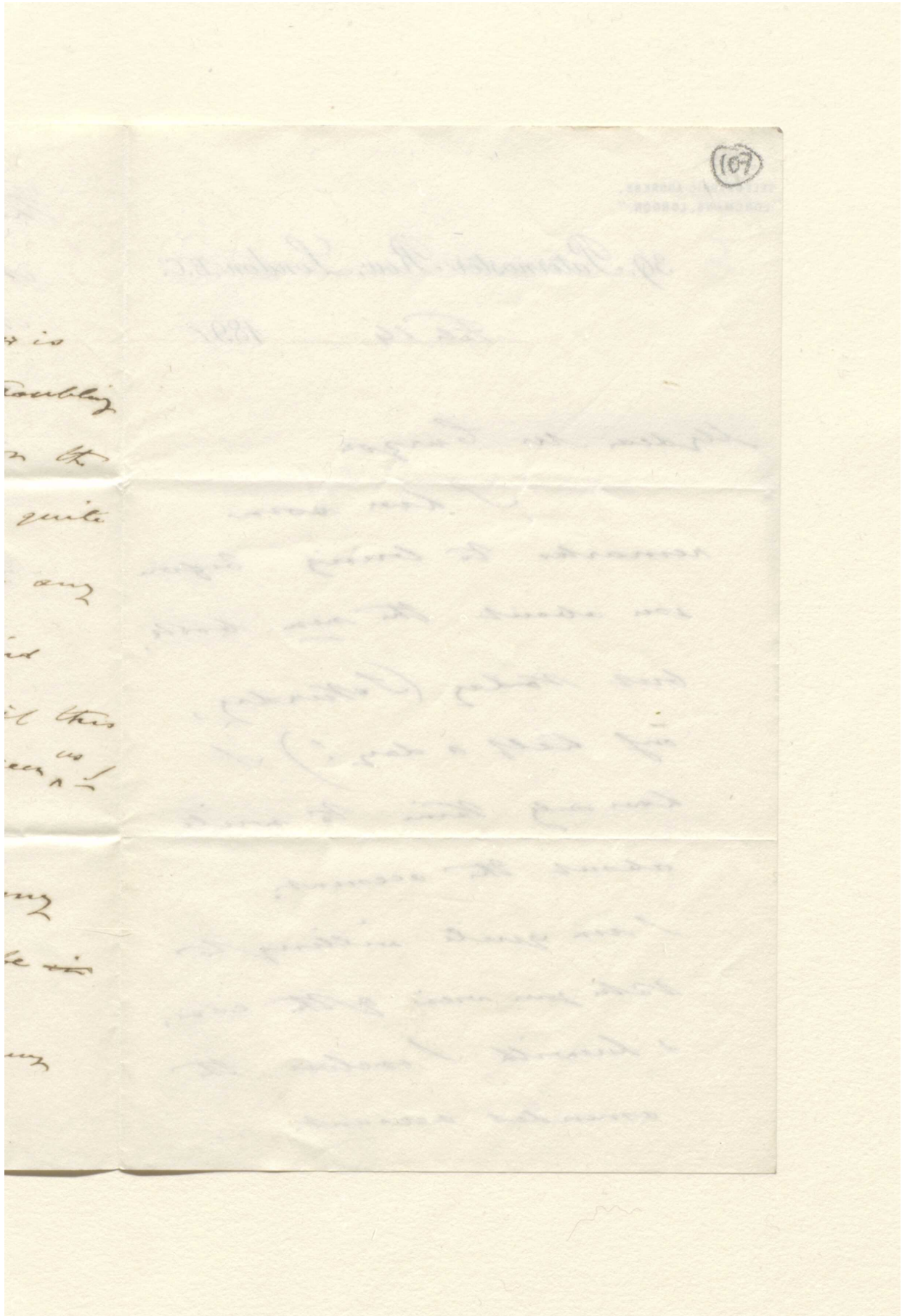
~~my~~ ~~friend~~,

Hoping you are keeping

well, I remain

yours very truly

T. Norton Longman



TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

Feb 14 1891

My dear Mr Curzon

I have some  
remarks to bring before  
you about the new book,  
but today (Saturday,  
my half a day!) I  
have only time to write  
about the account.

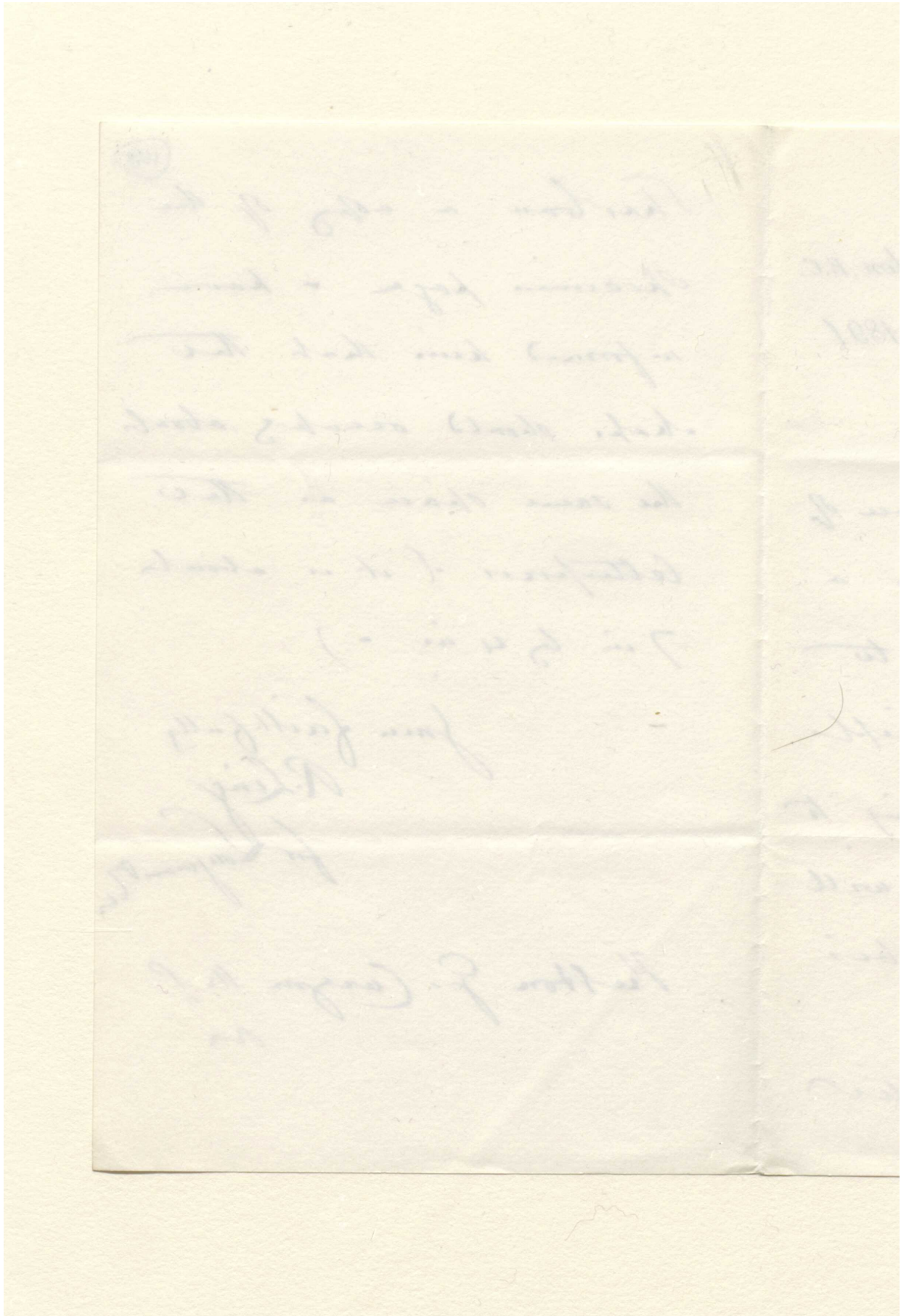
I am quite willing to  
take your view of the case,  
& herewith I enclose the  
amended account.

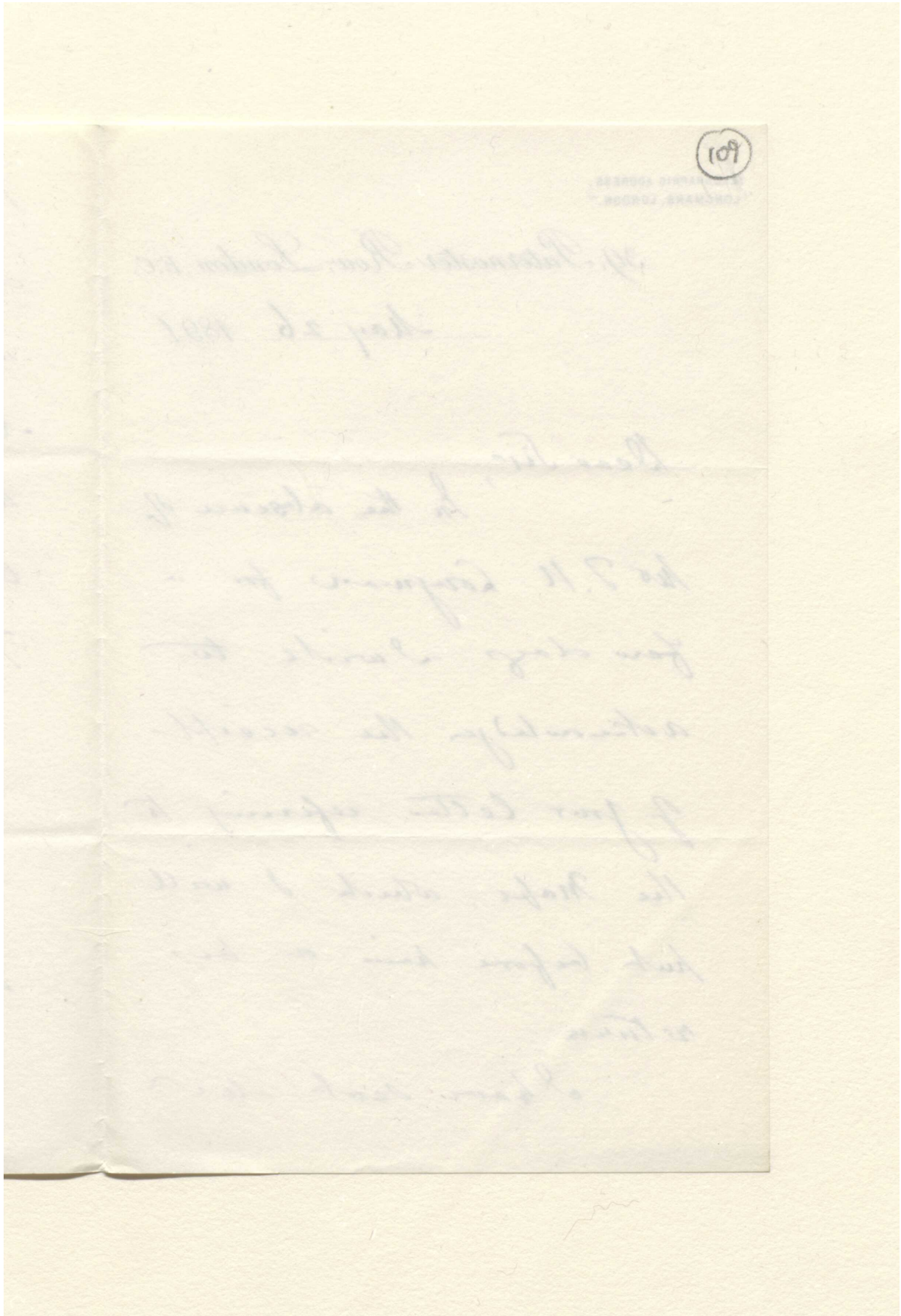
(108)

Sharboon a copy of the  
specimen page & have  
informed him that the  
shape should occupy about  
the same space as the  
letterpress - (it is about  
7 in by 4 in -)

Yours faithfully  
R. Ling  
for Messrs

Messrs G. Cargill & Co.  
Ld





TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

May 26 1891

Dear Sir,  
In the absence of  
Mr J. H. Longman for a  
few days I write to  
acknowledge the receipt  
of your letter referring to  
the Maps, which I will  
put before him on his  
return.

I have sent Mr

110

TELEGRAPHIC ADDRESS.  
"LONGMANS, LONDON."

39, Paternoster Row,  
London, E.C.

June 3rd 1891

My dear Curzon,

Thanks for yours received this morning. I remember quite well your writing about the illustration that was accidentally ordered but it was too late to countermand it. It is a small matter, pray think no more about it. Will you kindly give us the page on which the illustration of the Schuster Dam appears and we will at once communicate with the publishers respecting ~~an~~ <sup>the</sup> author, this would be cheaper, or if you like to send us a photo it will do just as well.

I have sent Mr Sharbau the information he requires and I presume I shall hear further from him as to terms. Kindly tell me if your address is still Church Road, Norwood.

Believe me,

Yours very truly

The Hon G.N. Curzon, M.P.  
House of Commons.

*T. Norton Longman*

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[110v] (218/358)

110

J. P. Colman, Esq.  
London, E.C.

TELEGRAPHIC ADDRESS  
"LONGMANS, LONDON."

June 3rd 1891

My dear Gurnon,

Thanks for yours received this morning. I remember quite well your writing about the illustration that was accidentally ordered but it was too late to countermand it. It is a small matter, pray think no more about it. Will you kindly give us the page on which the illustration of the Schuster Dam appears and we will at once communicate with the publishers respecting another, this would be cheaper, or if you like to send us a photo it will do just as well.

I have sent Mr Sharpe the information he requires and I presume I shall hear further from him as to terms. Kindly tell me if your address is still Church Road, Norwood.

Believe me,  
Yours very truly

The Hon G. N. Gurnon, M.P.  
House of Commons

16, Clifford's Inn, Fleet Street,

London, E.C. June 10 1891

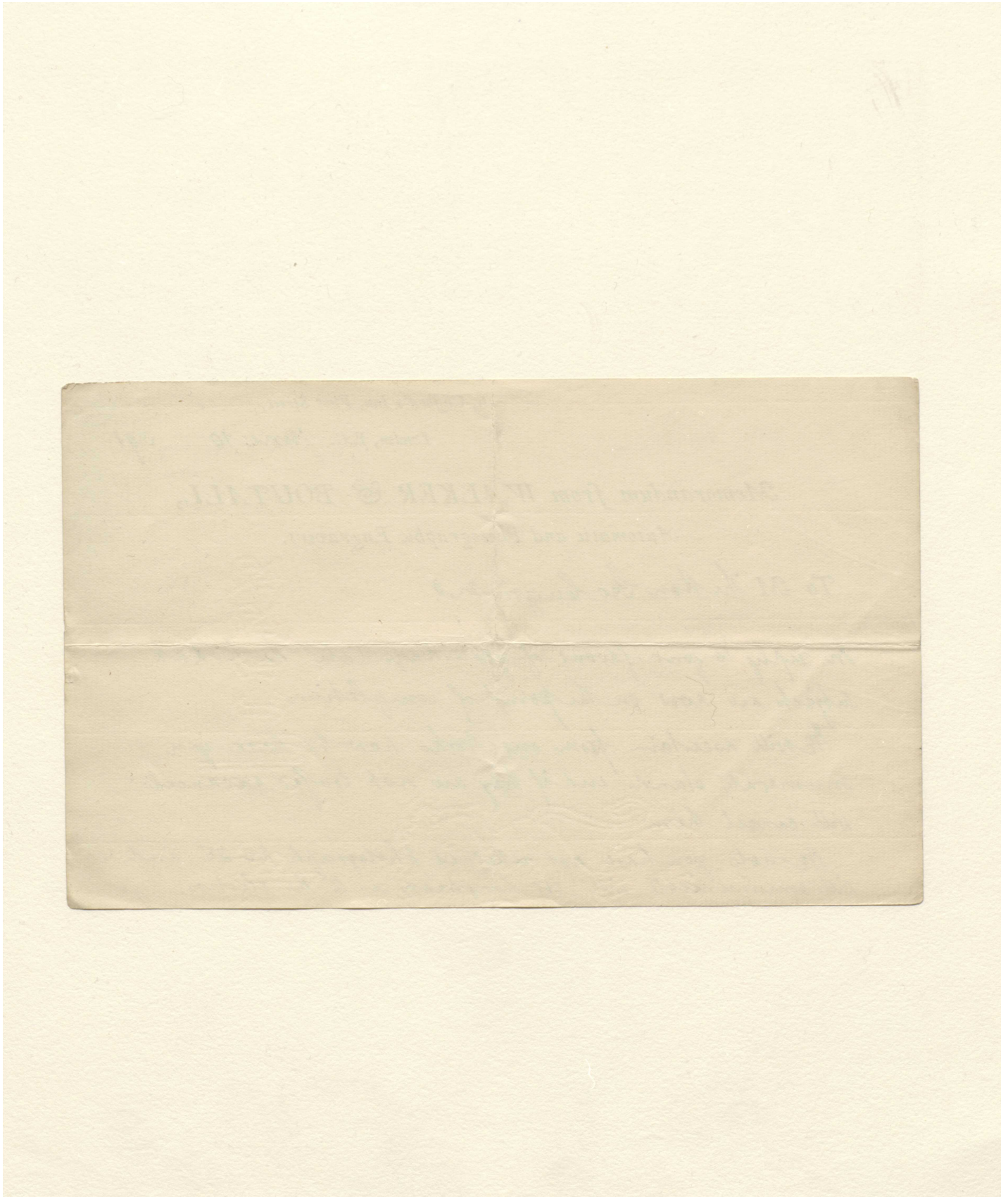
Memorandum from WALKER & BOUTALL,  
Automatic and Photographic Engravers.

To M<sup>r</sup> the Hon Geo Curzon M.P.

In reply to your favours of yesterday's date the Kodak  
subjects are now on the point of completion.

We will ascertain from our books how the three you  
enumerate stand. and if they are not too far advanced  
will cancel them.

We note you have not returned photograph no 25 and we  
will communicate with Mr Longman as to the electro.



(112)

TELEGRAPHIC ADDRESS,  
"LONCMANS. LONDON."

39, Paternoster Row,  
London, E.C.

June 10th 1891

My dear Curzon,

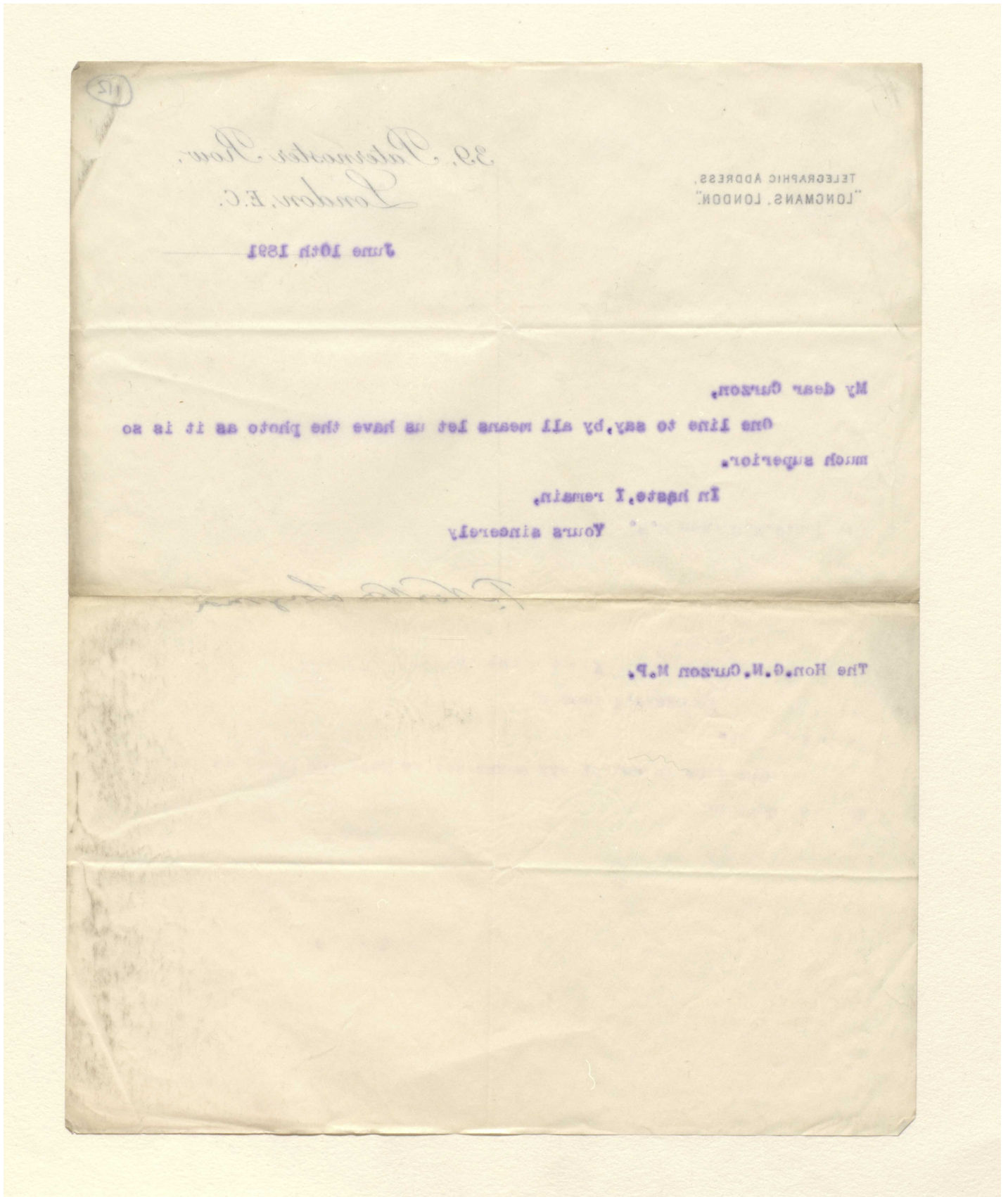
One line to say, by all means let us have the photo as it is so  
much superior.

In haste, I remain,

Yours sincerely

*P. Northey Longman*

The Hon. G. N. Curzon M.P.



TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row,  
London, E.C.

July 15th 1891.

My dear Curzon.

I should like to know a little more about the maps before we meet to have our talk. When do you expect the big map will be ready for us to set to work upon, and can you send me that specimen map you showed me, on canvas I think it was, some little time back. I suppose Mr Sharbon has nearly completed the 7 maps he has in hand.

I remain

Yours sincerely

J. Norton Longman

Hon. George N. Curzon

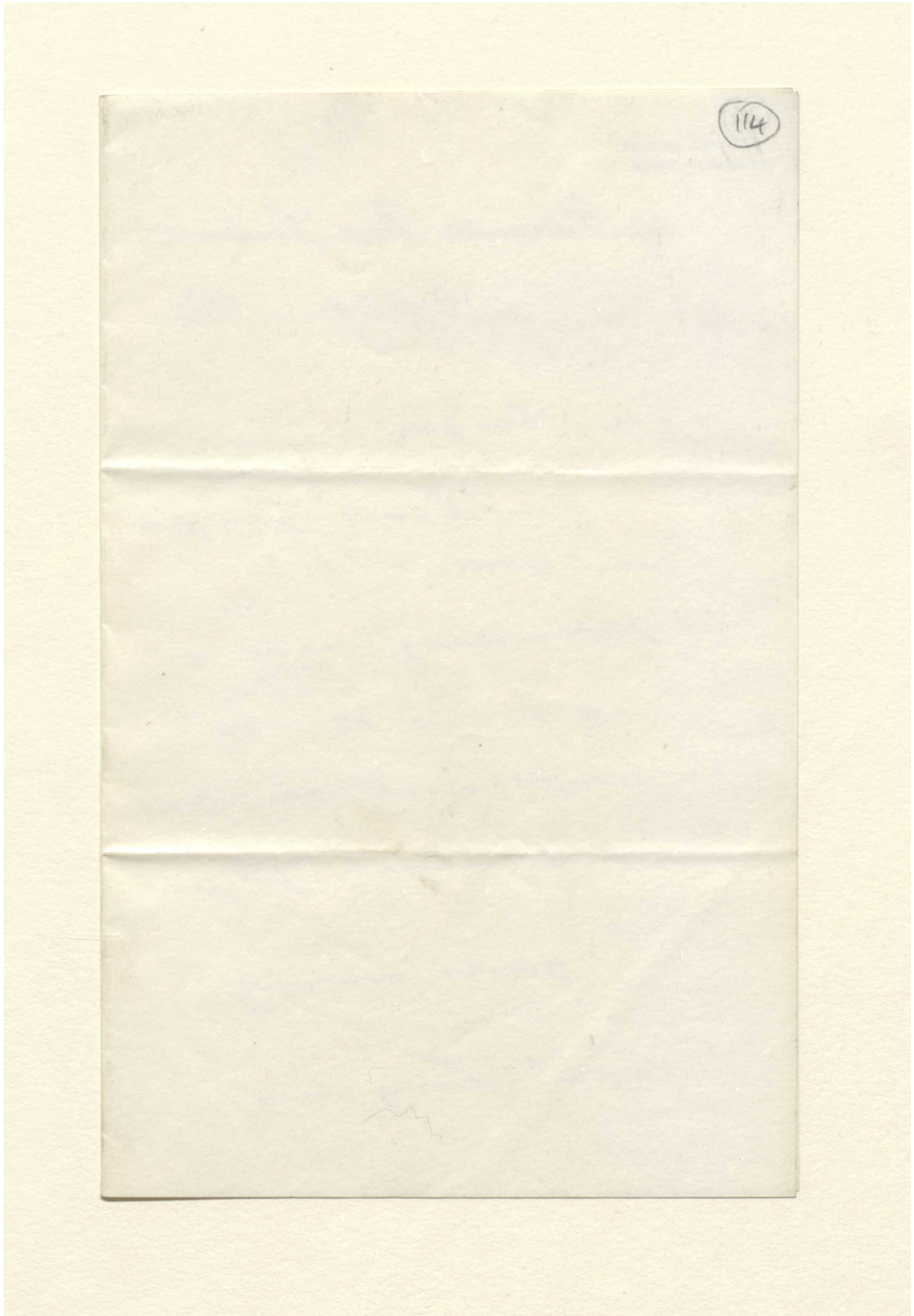
July 1881

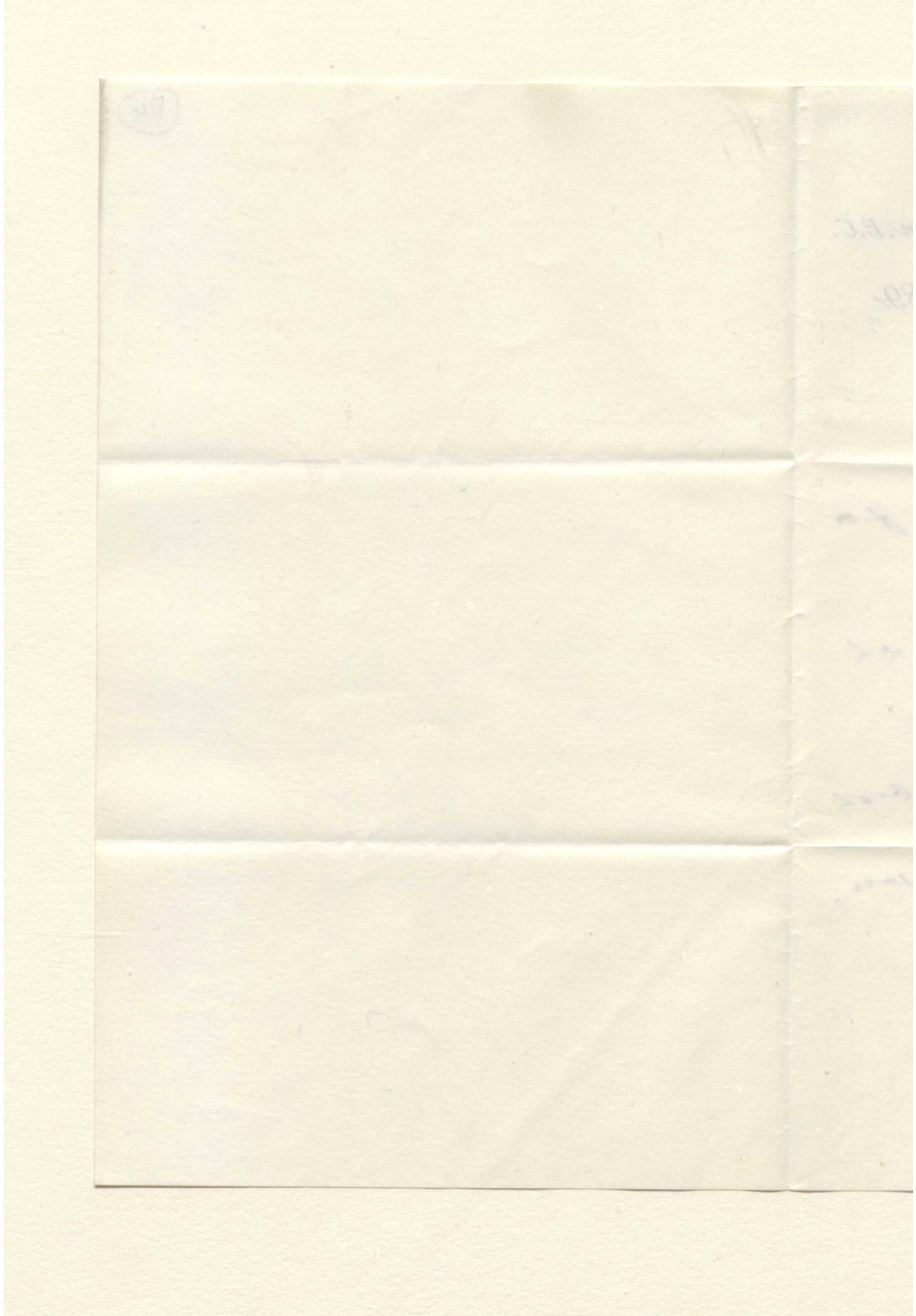
My dear Curzon.

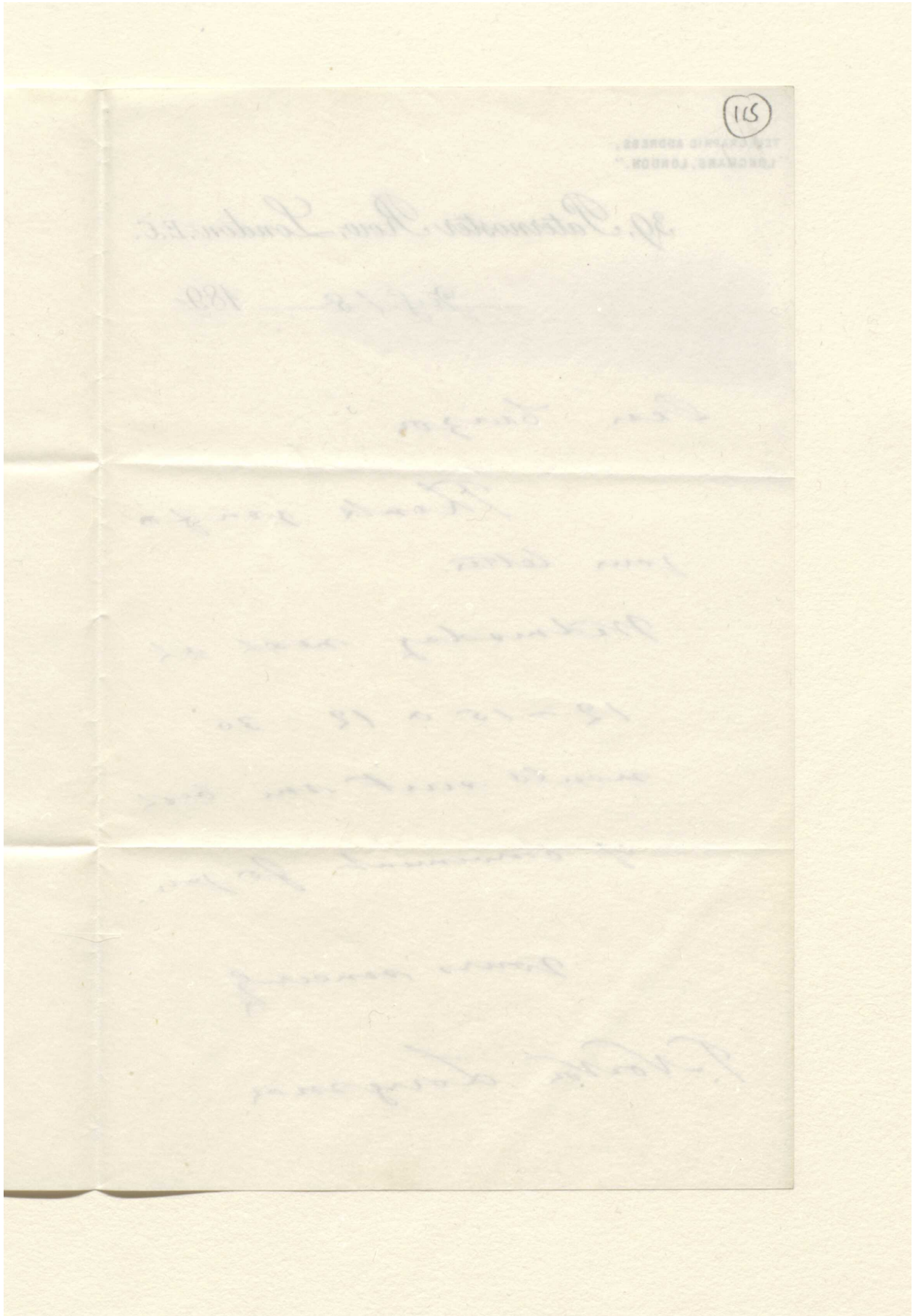
I should like to know a little more about the maps before we meet to have our talk. When do you expect the big map will be ready for us to set to work upon, and can you send me that specimen map you showed me on canvas I think it was, some little time back. I suppose Mr. Shannon has nearly completed the 7 maps he has in hand.

I remain  
Yours sincerely

Hon. George N. Curzon







TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

July 18 1891

Dear Turzon

Thank you for  
your letter.

Wednesday next at

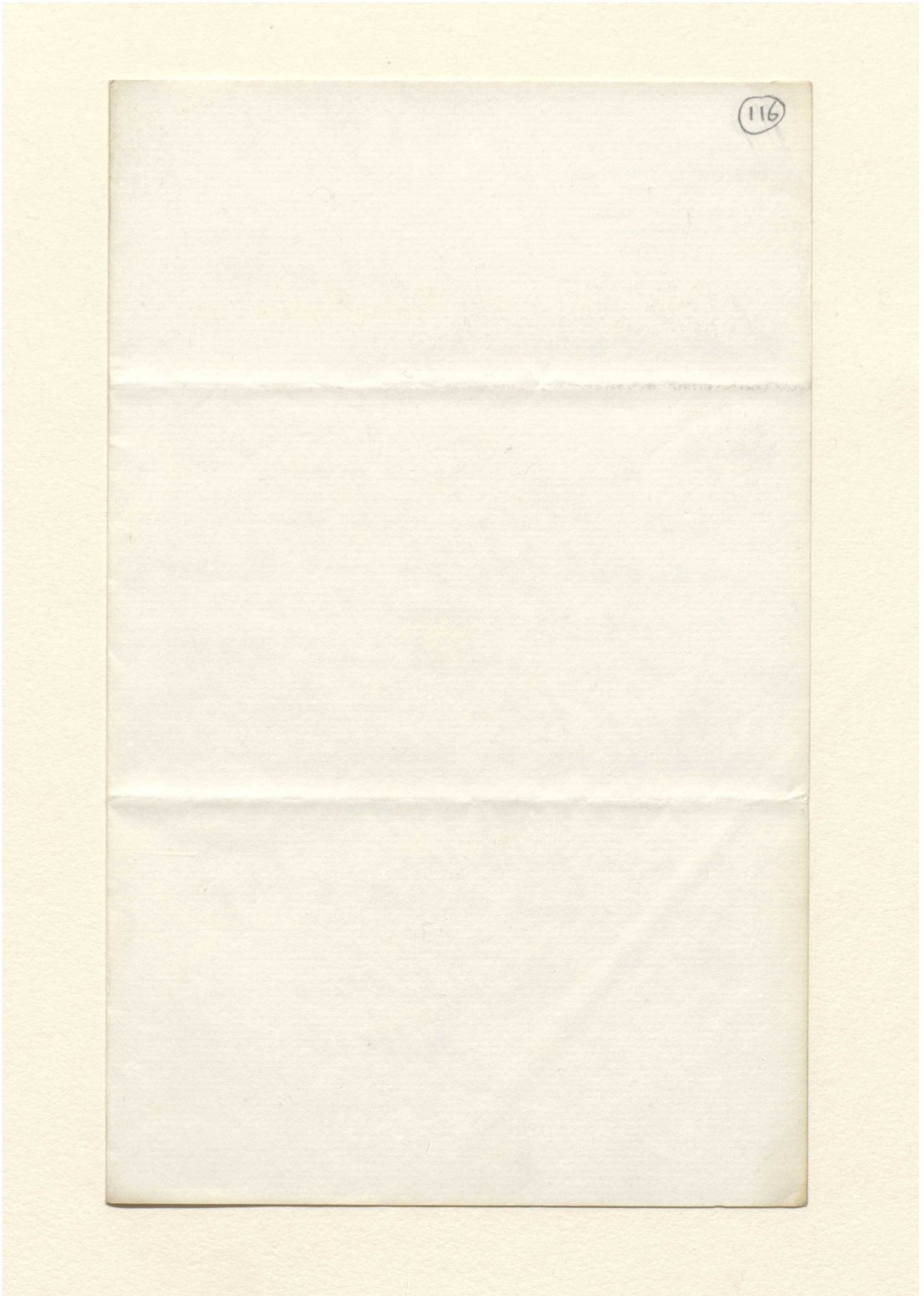
12 - 15 or 12 - 30

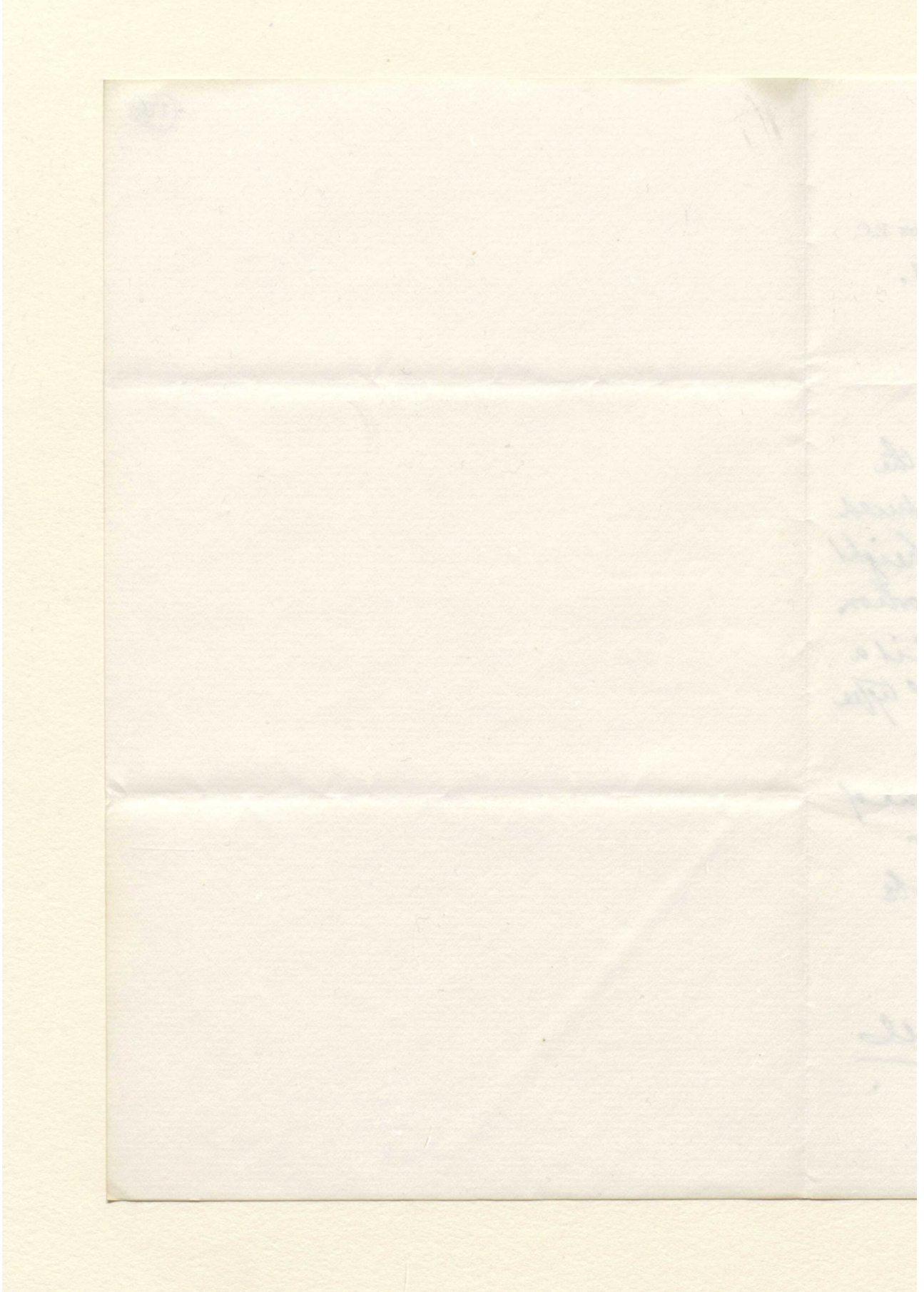
would suit me best

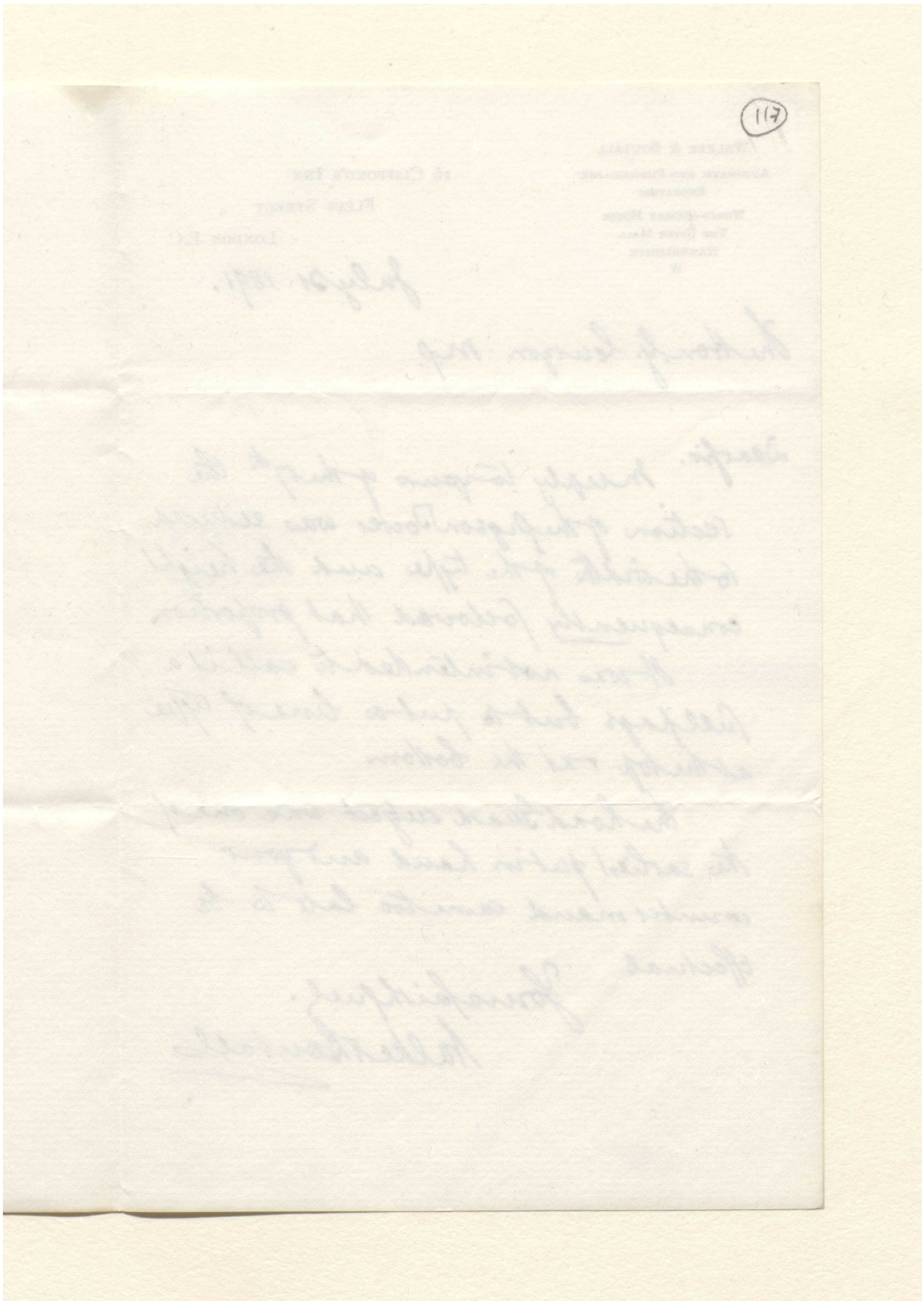
if convenient for you.

Yours sincerely

J. North Longman







WALKER & BOUTALL  
AUTOMATIC AND PHOTOGRAPHIC  
ENGRAVERS  
WORKS—SUSSEX HOUSE  
THE UPPER MALL  
HAMMERSMITH  
W

16 CLIFFORD'S INN  
FLEET STREET  
LONDON E.C.

July 21. 1891.

The Hon. G. Curzon M.P.

Dear Sir. In reply to yours of the 17<sup>th</sup> the section of the Pigeon Tower was reduced to the width of the type and the height consequently followed that proposition.

It was not intended to call it a full page but to put a line of type at the top & at the bottom.

The Road Guard subject was one of the earliest put in hand and your countermand came too late to be effectual.

Yours faithfully,  
Walker & Boutall

16, Clifford's Inn, Fleet Street,

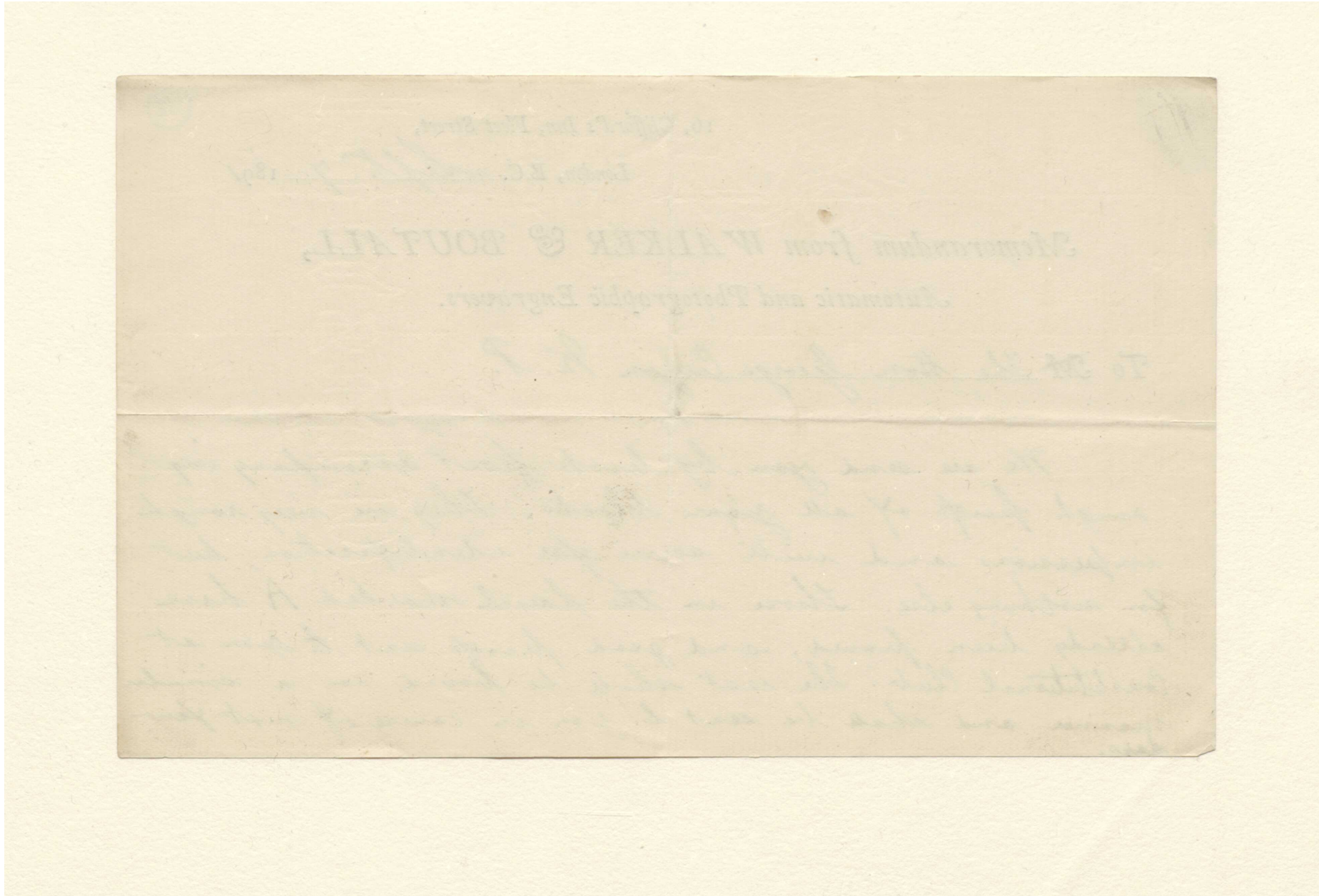
London, E.C. *Sept. 7* 1891

(118)

*Memorandum from WALKER & BOUTALL,  
Automatic and Photographic Engravers.*

To *M The Hon George Curzon K. P.*

We are send you by book-post accompanying rough proofs of all your blocks. They are very rough impressions and will serve for identification, but for nothing else. Those in the parcel marked A have already been proved, and good proofs sent to you at Constitutional Club. The rest shall be proved in a similar manner and shall be sent to you in course of next few days.



(119)

from its general scope  
financially grows with  
regards Europeans will  
readily furnish. The  
article should appear

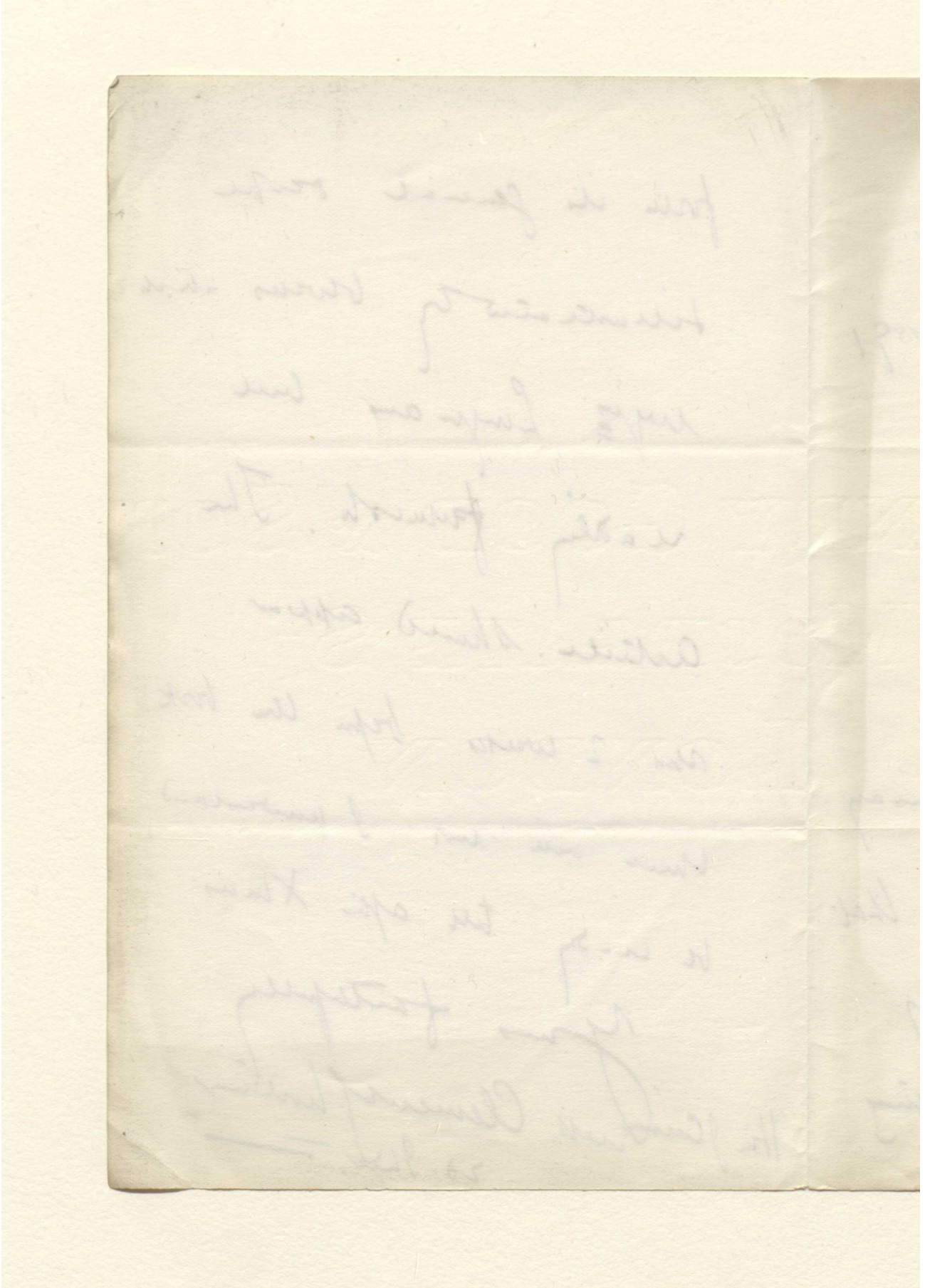
about 2 weeks before the book.

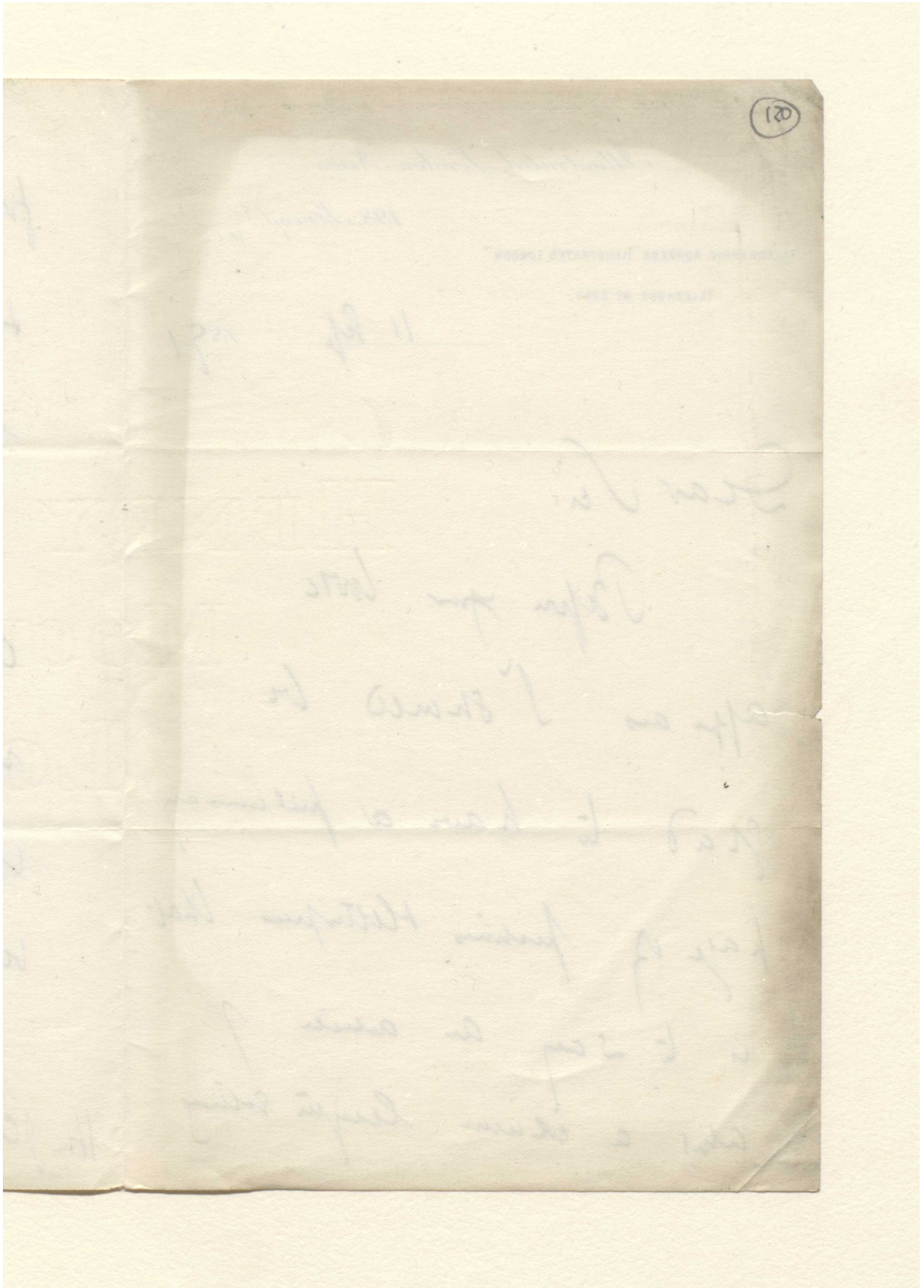
There are not I understand

to us by the office Xmas

Yours faithfully

Wm. G. ... Clemens ...  
20 Dec. —





*Illustrated London News.*

*198. Strand.*

*W.C.*

TELEGRAPHIC ADDRESS "ILLUSTRATED LONDON"

TELEPHONE N° 2747.

*11 Sep 1891*

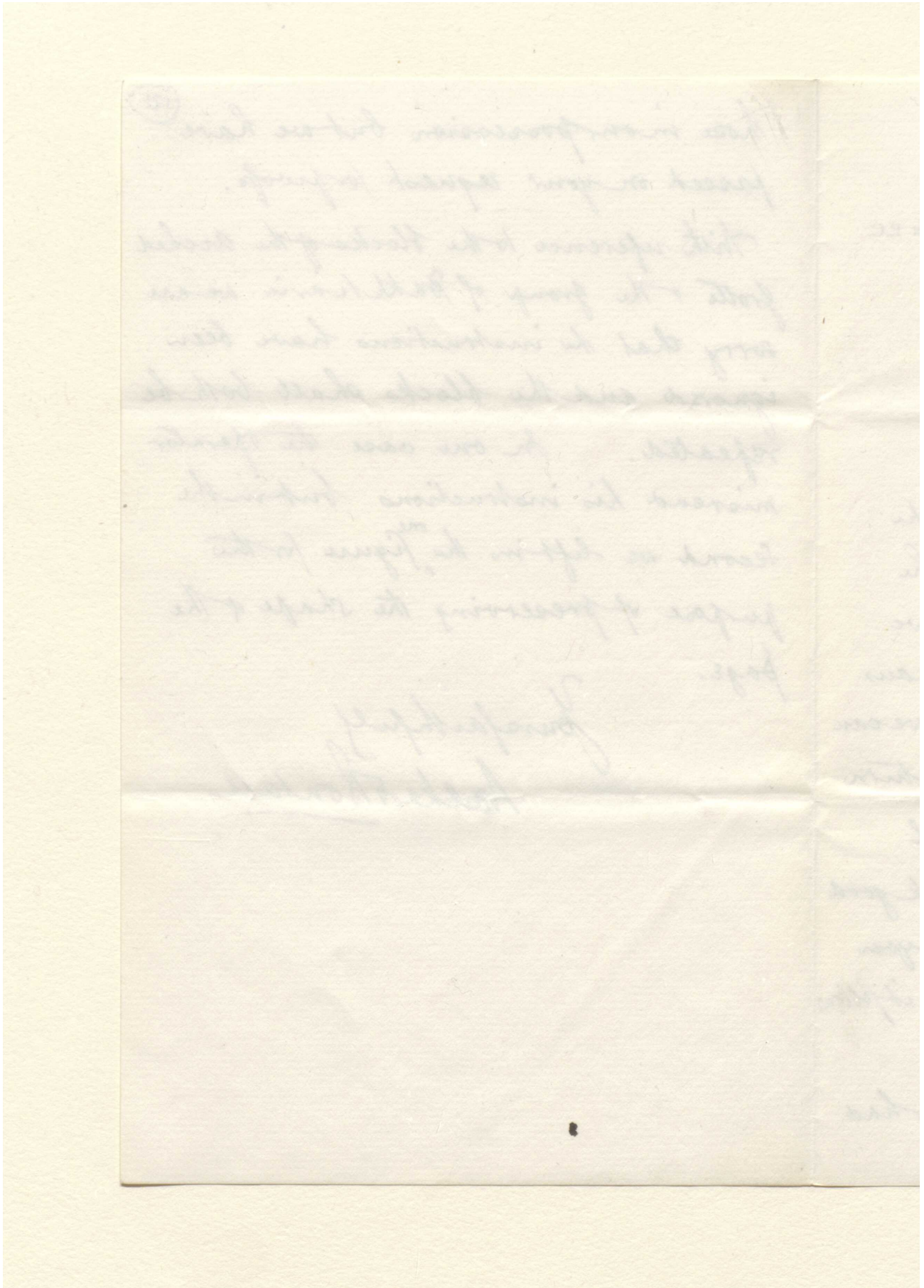
Dear Sir

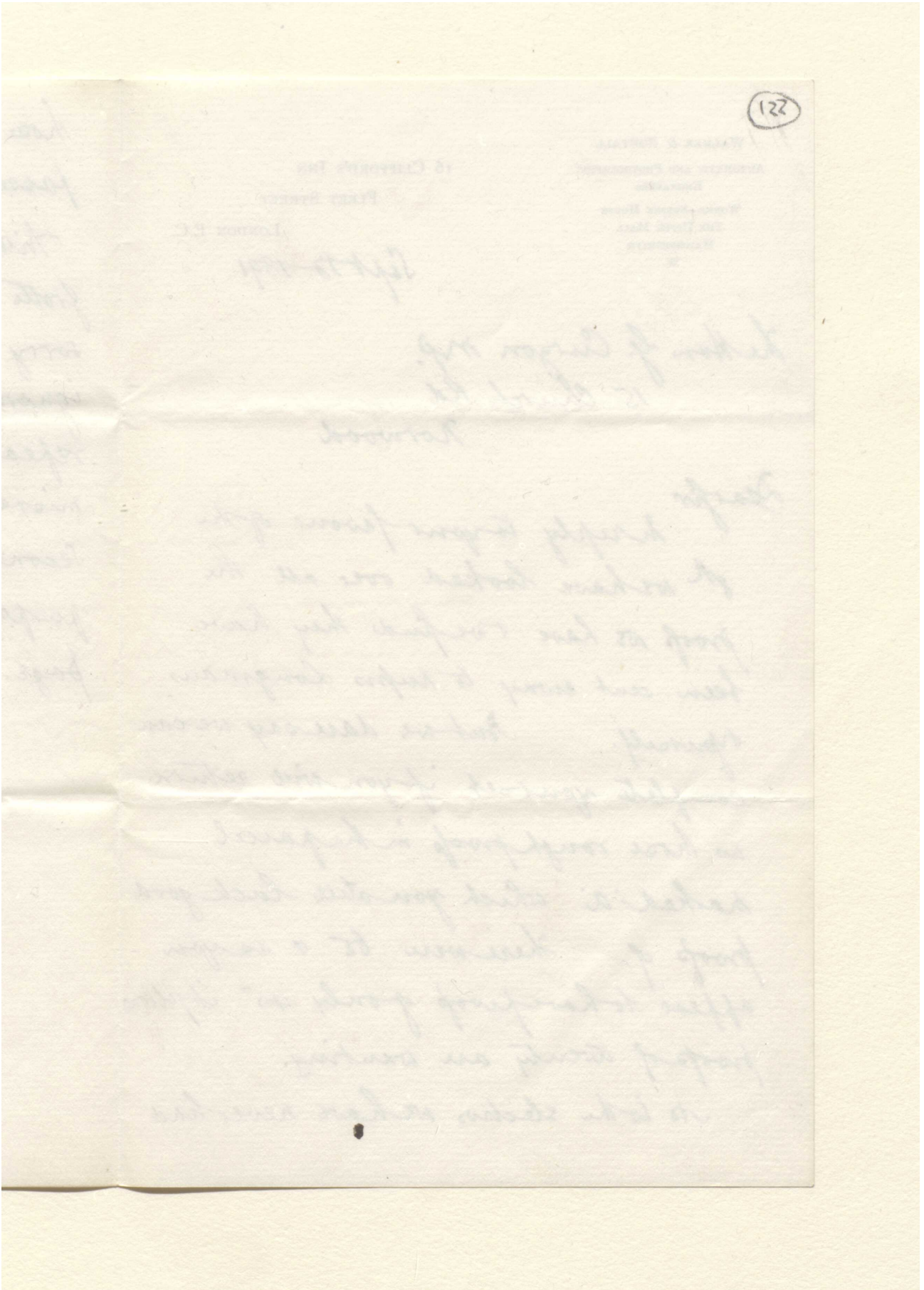
Upon your note  
appears I should be  
glad to have a preliminary  
page of Persian Heteropress. That  
is to say an article of  
about a column length setting

those in our possession but we have <sup>(121)</sup>  
passed on your request for proofs.

With reference to the blocks of the Arched  
Grotto & the group of Bakhcharia we are  
sorry that the instructions have been  
ignored and the blocks shall - both be  
repeated. In one case the operator  
misread his instructions but in the  
second we left in the <sup>one</sup> figure for the  
purpose of preserving the shape of the  
page.

Yours faithfully  
Malke & Bonall





WALKER & BOUTALL  
AUTOMATIC AND PHOTOGRAPHIC  
ENGRAVERS  
WORKS—SUSSEX HOUSE  
THE UPPER MALL  
HAMMERSMITH  
W

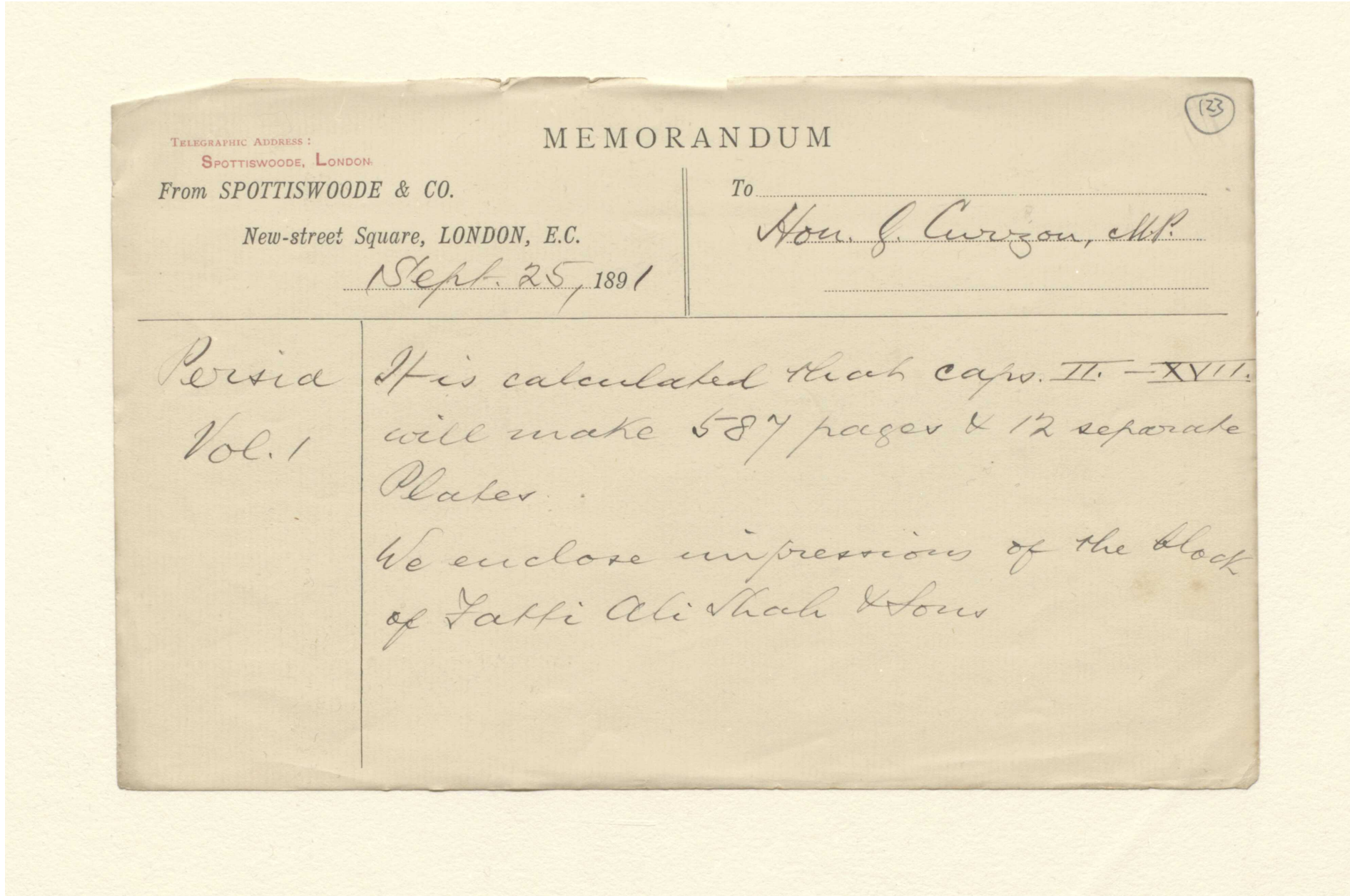
16 CLIFFORD'S INN  
FLEET STREET  
LONDON E.C.

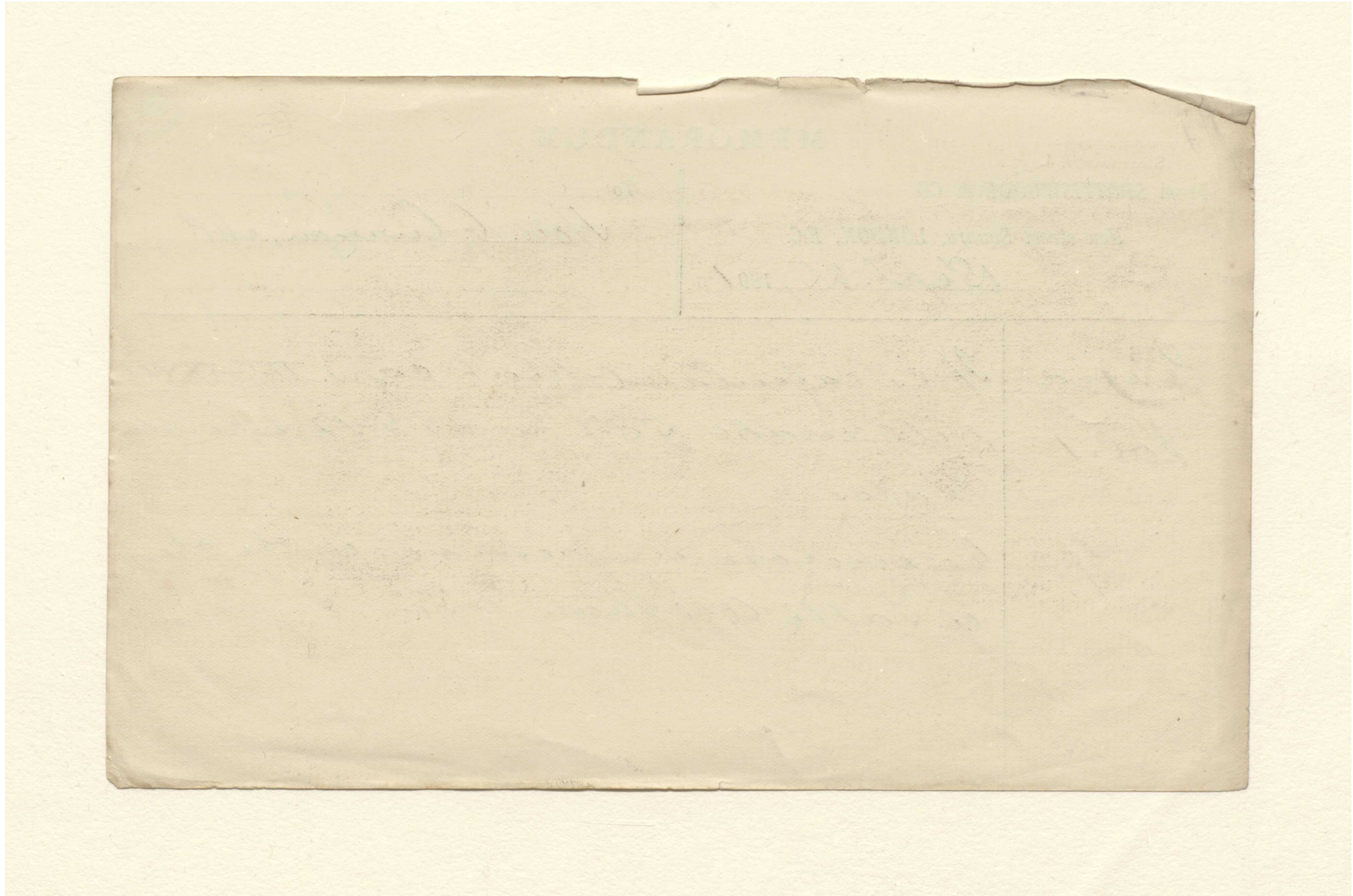
Sept 12 1891

The Hon G. Curzon M.P.  
15 Church Rd  
Norwood

Dear Sir  
In reply to your favour of the  
8th we have looked over all the  
proofs we have + we find they have  
been sent away to Messrs Longmans  
& yourself. But we dare say we can  
complete your set if you will return  
us those rough proofs in the parcel  
marked 'a' which you still lack good  
proofs of. There were 65 & as you  
appear to have proof of only 45 it follows  
proofs of twenty are wanting.

As to the sketches we have never had





(124)

TELEGRAPHIC ADDRESS :  
SPOTTISWOODE, LONDON.

MEMORANDUM

From SPOTTISWOODE & CO.  
New-street Square, LONDON, E.C.

To \_\_\_\_\_  
The Hon. G. Curzon, M.P.

Sept. 28, 1891

Persia

We are returning herewith the proofs of caps. II - XVII. It is contemplated to reset the Tables of Post Stations in 2 cols., & to compose in the same way all we set up in future. We sh<sup>d</sup> not think it at all necessary to send reviser of caps. II - XVII in slips. Chapter XVII was so sent only because you asked for a revise of that chapter specially, & we had of

course no means of correctly paging  
it.

① Question of Bistam Charach Com?  
② Commercial returns produce, no caravan export import  
Effect on Persian trade  
③ Estimated Cost <sup>reap Mt; to h</sup>  
④ Question of protection Helat  
⑤ Question of Baku by open to attacks  
⑥ Alliances p. at Abbas Janif  
⑦ To the Persians  
⑧ The Persians

Balance of the Markets  
of short range  
① Kabul  
② Khoos valley  
③ Scistan

E.g. Kalimat to Panyje  
What can we do then?

⑨ I should if we hold the  
... necessary to defer it  
⑩ how to share it -

Letter from Mary Leiter to George <sup>(125)</sup>  
Curzon, 16 Nov. 1891, concerning  
inter alia the publication of Persia  
and the Persian Question transferred  
to main series of letters from Mary,  
Lady Curzon to Lord Curzon, at  
present (Jan. 1986) in custody of Lady  
Alexandra Motcalf.

MG



Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[126r] (249/358)

126

TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row,  
London, E.C.

November 24th 1891

My dear Curzon,

Thanks for your letter. I am sorry you did not let me know that you considered the printers were not doing all they could to get on. I have now gone into the matter with them and I must say I think they give me a satisfactory reply about the delay you mention, here is that statement.

Chapter XLX

17 folios received Oct .12. } Sent out in four batches on  
18-69.....Oct 20. } Oct 17, 24, 26, 28.

Chapter XXI

52 folios received Oct 30. Sent out in two batches on Nov 5 & 6  
38 sheets made up into pages were sent out from Oct 20 to Nov 5.

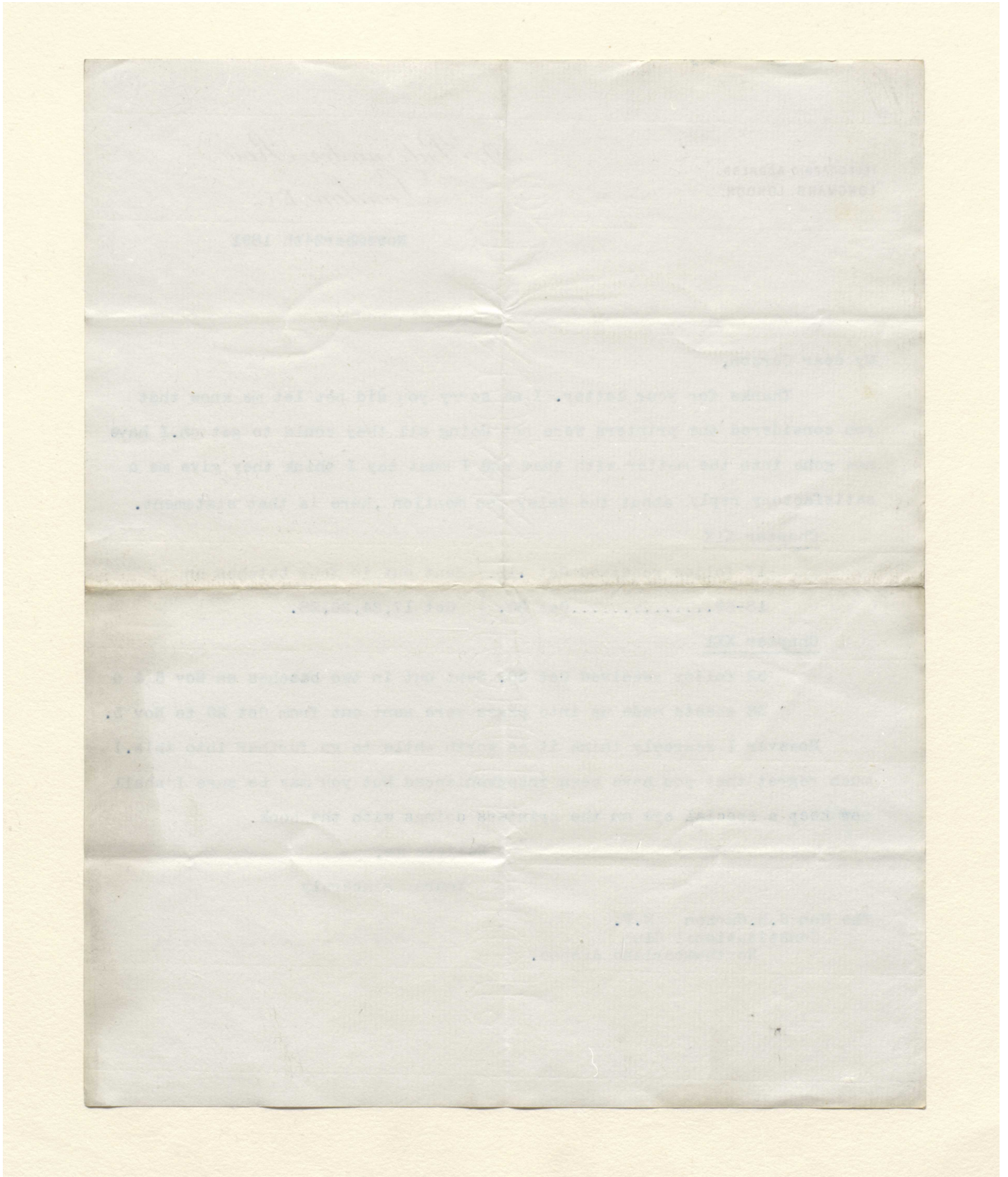
However I scarcely think it is worth while to go further into this. I much regret that you have been inconvenienced but you may be sure I shall now keep a special eye on the printers doings with the book.

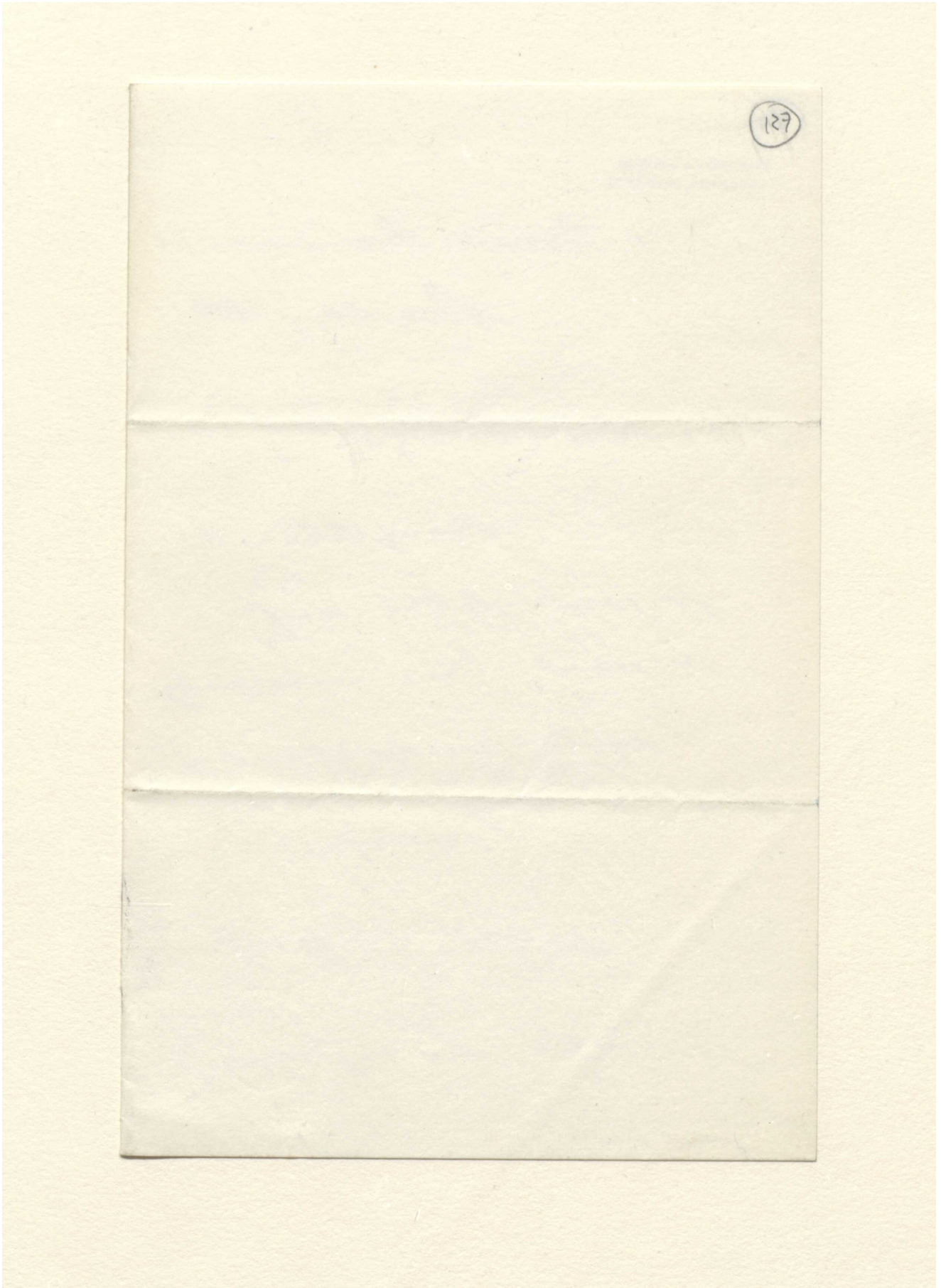
Believe me,

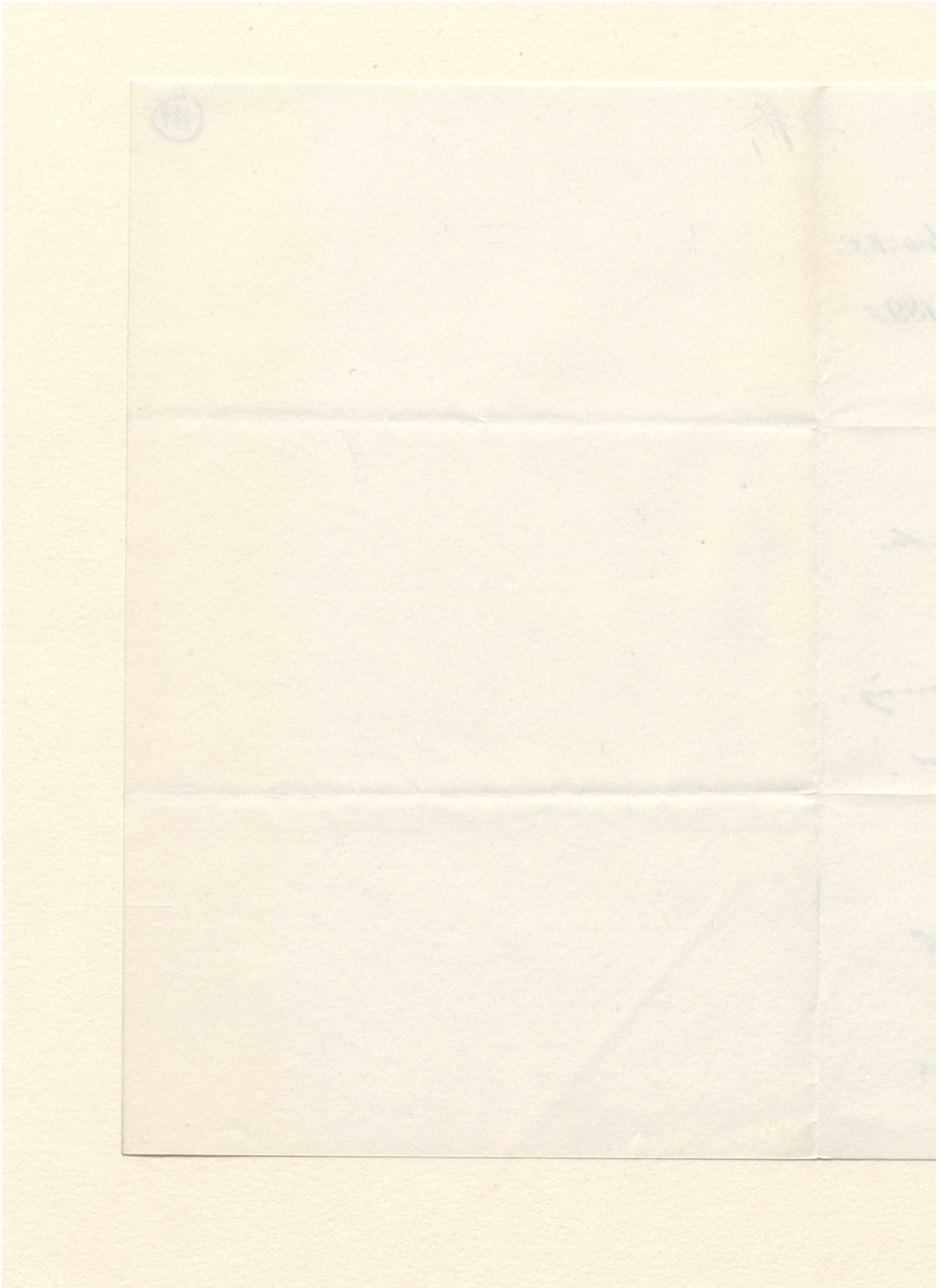
Yours sincerely

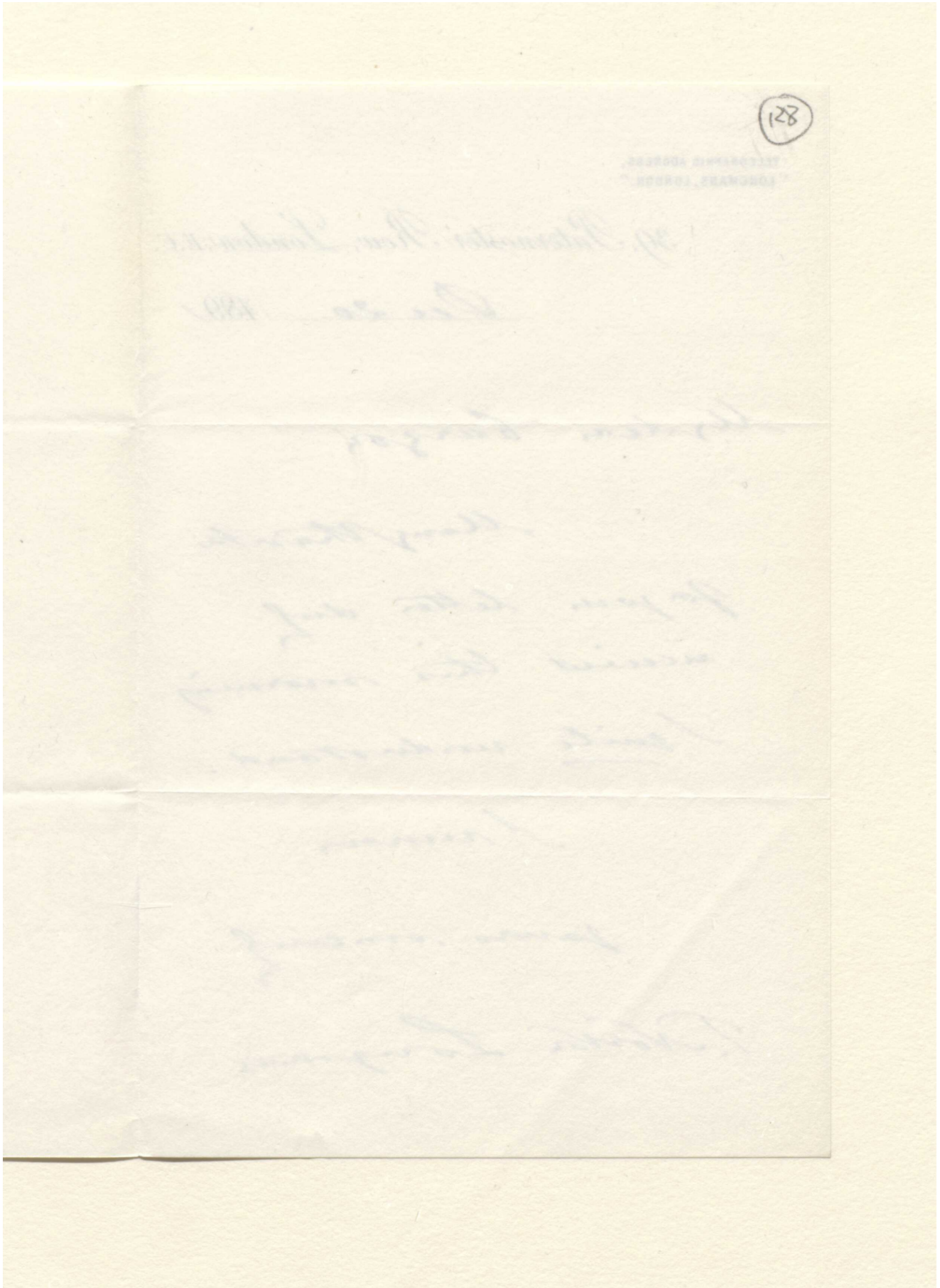
The Hon G.N. Curzon M.P.  
Constitutional Club  
Northumberland Avenue.

*D. Norton Longman*









TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

Dec 20 1891

My dear Burzon

Many thanks  
for your letter duly  
received this morning.  
I quite understand.

I remain

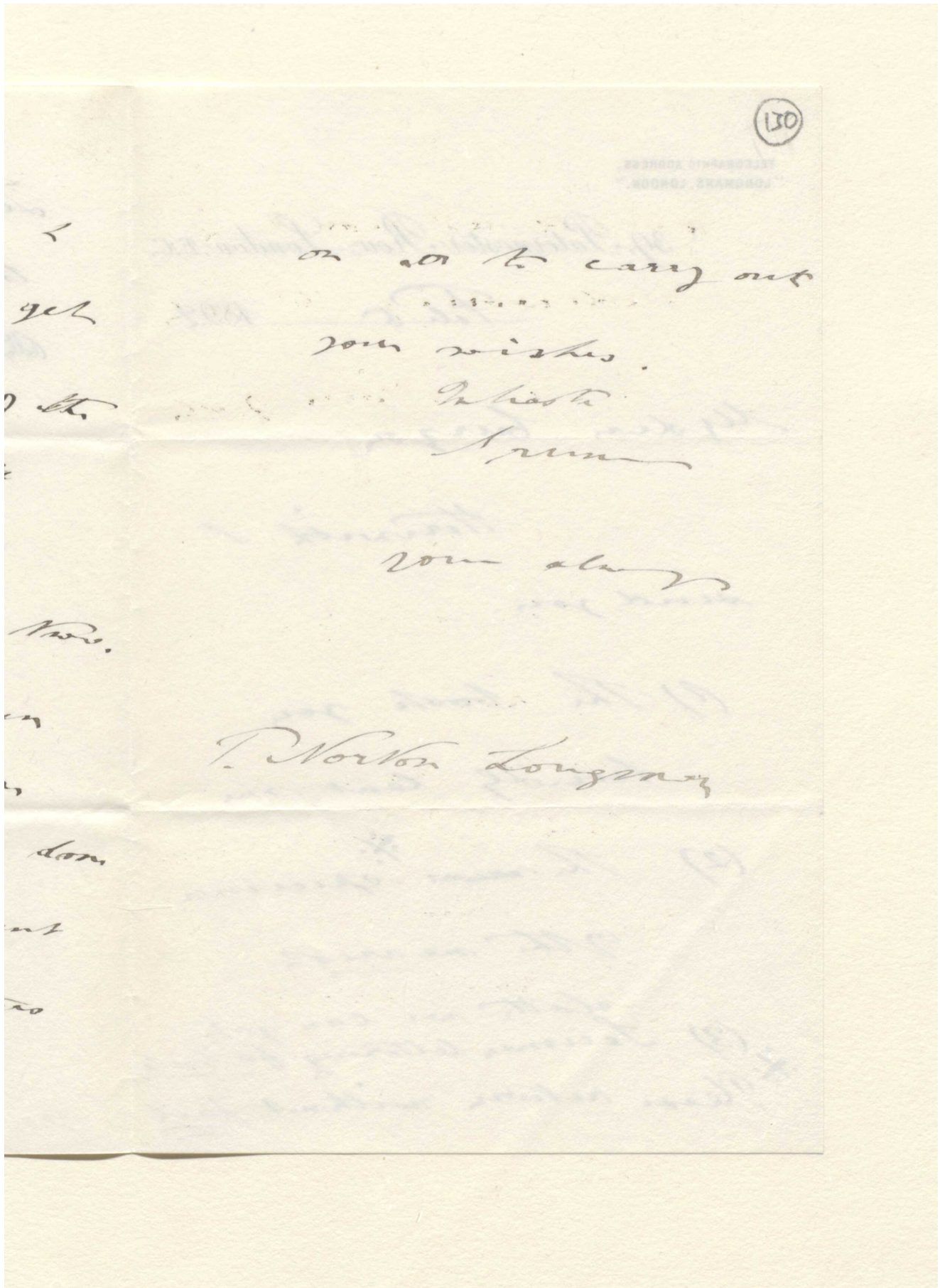
yours sincerely

P. North Longman

(129)

Let me just add  
that  
As I have just been  
going most fully  
into matters with  
the printer. I see  
no serious difficulties.  
The only hitch is  
with reference to  
the three missing  
blocks, but  
Messrs. Göttinger  
Messrs. Walker & Beutels  
Messrs. Longman

are all at work &  
endeavouring to get  
to the bottom of the  
matter, & I quite  
expect to do so  
within a day or two.  
No mortal man  
could do more  
than is <sup>being</sup> being done  
at this moment  
to push matters



TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

Feb 5 1892

My dear Burzon

Herewith I

send you

(1) The book you  
kindly lent me

(2) The ~~new~~ <sup>+</sup> specimens  
of the nearest

slott. we can get  
(3) Specimen lettering for back  
<sup>+</sup> Please return without fail

(131)

TELEGRAPHIC ADDRESS:  
SPOTTISWOODE, LONDON.

MEMORANDUM

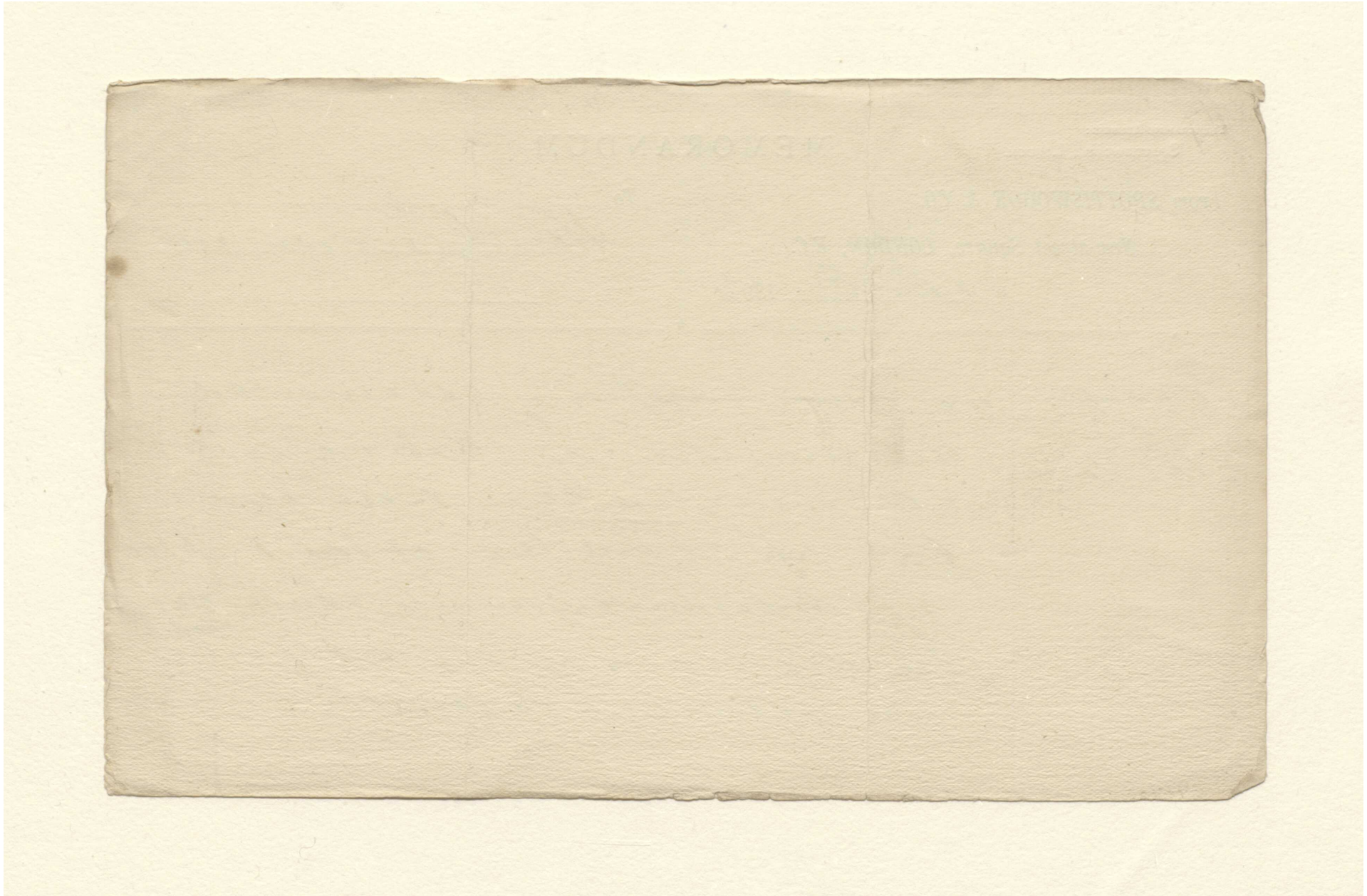
From SPOTTISWOODE & CO.  
New-street Square, LONDON, E.C.  
Feb. 8, 1892

To  
Hon. G. Curzon, M.P.

---

Persia  
Vol. 2

We have carefully estimated  
the quantity of this volume  
& believe the text will make  
625 pp. (The text of Vol. 1 = 640  
pp.) Introductory matter & Index will be  
The slip proofs of the volume <sup>extra.</sup>  
are returned herewith



(132)

This is not only most  
inconvenient, but we  
cannot possibly now  
get the book out as  
I had hoped.

I am very sorry to bother  
you later this, it is  
essential I should let  
you know the unfor-  
-tunate position we  
are now in.

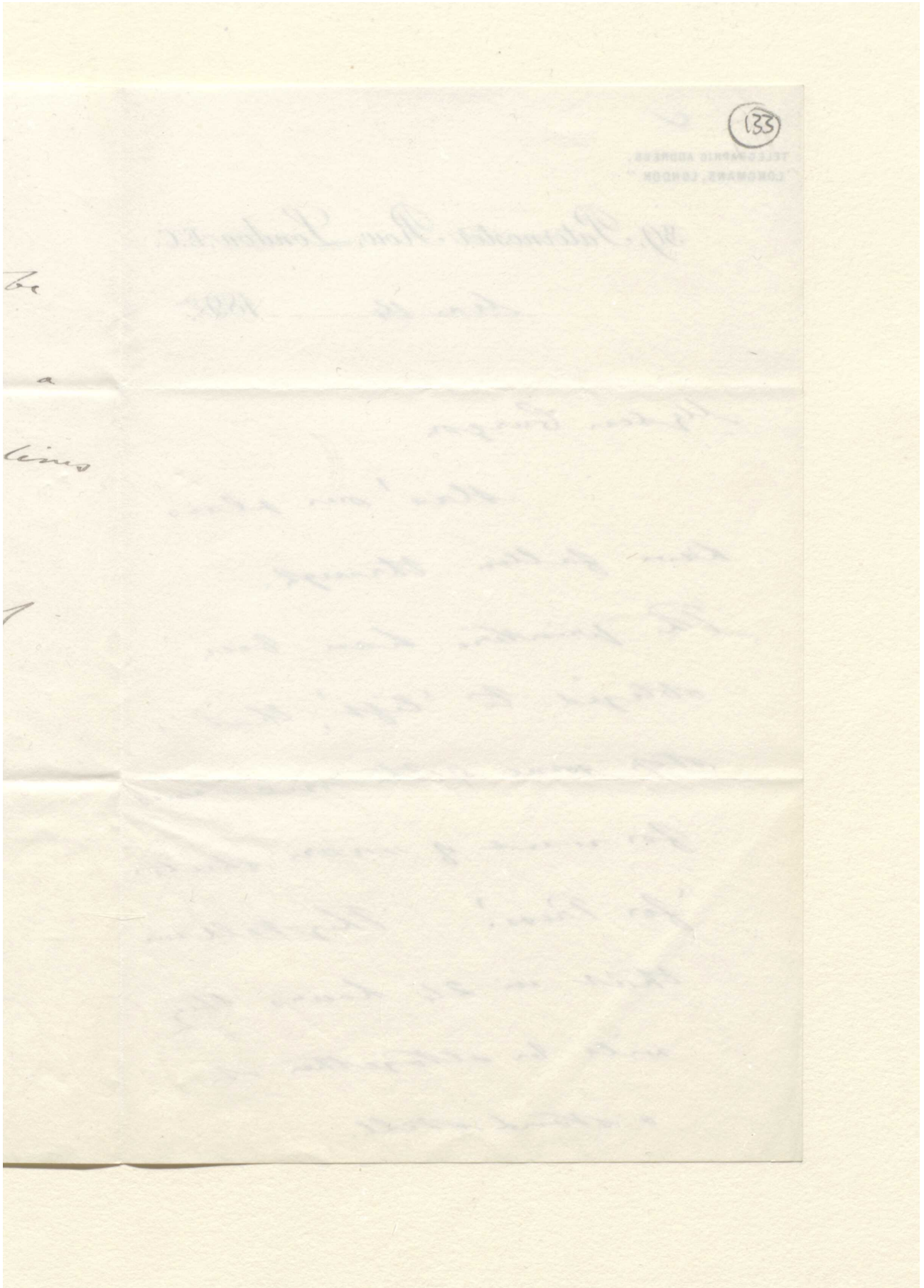
How soon do you now  
expect to be able  
to send more sheets  
to the printers?

Hoping you will be  
able to send me a  
few reassuring lines

I remain,

yours very truly

T. Norton Longman



TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

Mar 14 1892

My dear Curzon

Alas! our plans  
have fallen through.

The printers have been  
obliged to 'lift', that is  
stop some of the machines  
for want of more sheets

'for Press'. They tell me

that in 24 hours they  
will be altogether at

a stand still.

(134)

Might I trouble you for  
one line about the  
'Index'; are you making  
it? Of course you  
cannot complete it  
until the book is  
practically completed,  
but a great deal can  
be done now, in fact,  
are you up to date  
with the Index?

I write under the  
impression that you  
made your last Index  
yourself, & that you

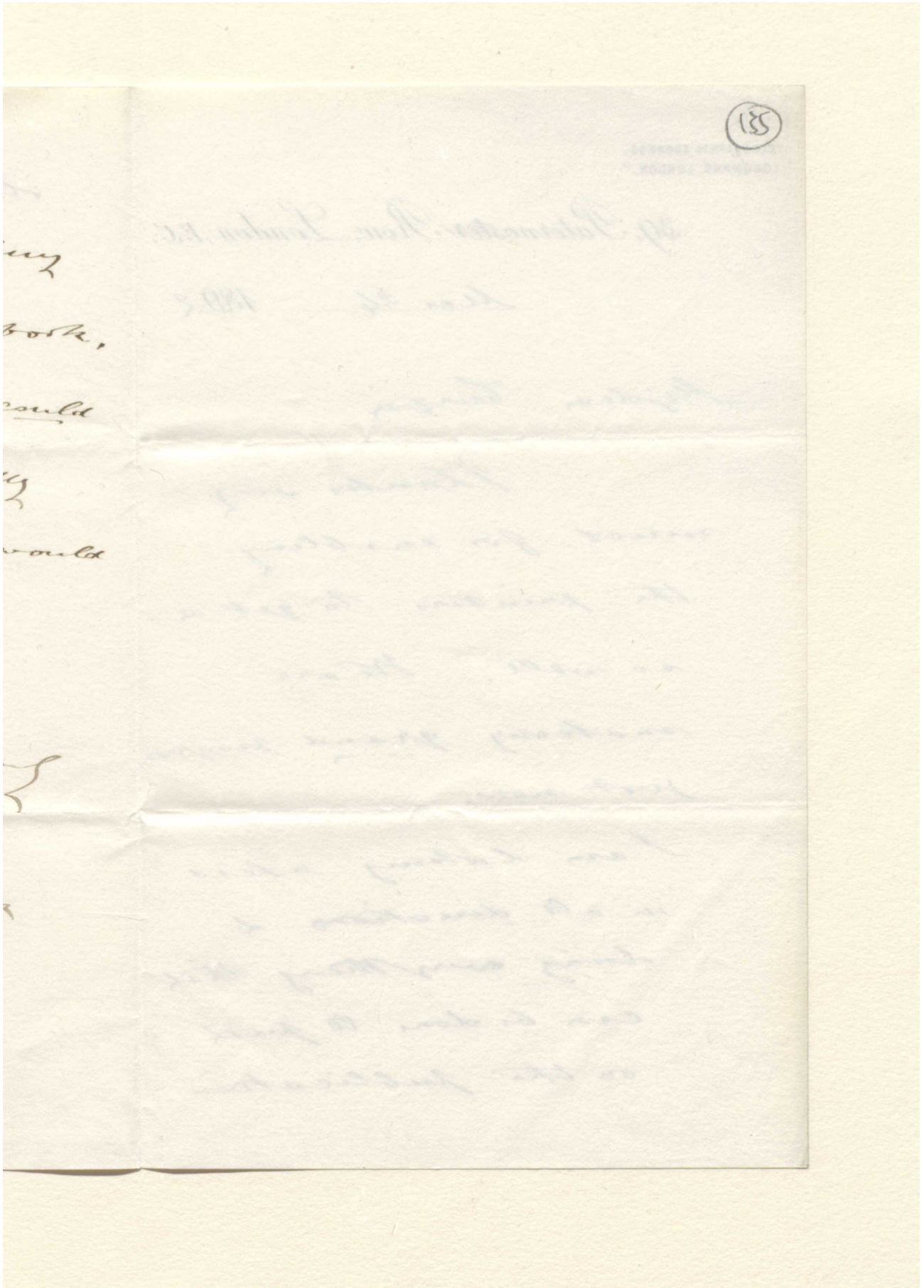
would prefer making  
the one for this book,  
but the printers could

do if it is really  
necessary — you would  
do <sup>it</sup> best.

I remain

yours sincerely

T. Norton Longman



TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

Mar 26 1892

My dear Curzon

Thanks very  
much for enabling  
the printers to get on  
so well. We are  
making grand progress  
just now.

I am looking ahead  
in all directions &  
doing every thing that  
can be done to push  
on the publication.

(136)

first volume of your  
great work. I think  
myself it looks very  
well. I trust you will  
agree.

Please put the book  
on the table & look  
at it sideways.

I want to direct your  
special attention to

the ugly bulge

the map gives to

it. The map being

so thick makes it

most difficult to

deal with. I assure

we can't help the  
thickness of the Map &  
for Reading purposes  
it is absolutely necessary  
for the map to be  
attached to the book.  
I am however decidedly  
of opinion that it  
would be a great  
improvement to put  
the map at the  
end of the book  
instead of at the  
beginning, but

(137)

The attached to the  
cover just as it now.  
You see the actual  
weight of the book  
would tend to keep  
down the 'bulginess'  
coming at the top, as  
it does at present,  
it stand out so very  
much more (on the  
table) than it would  
if it had the weight  
of the sheets to keep  
the map flatter.  
I really don't think then

TELEGRAPHIC ADDRESS,  
"LONGMAN, LONDON."

39, Paternoster Row, London, E.C.

is any objection  
to this, do you?  
Please keep this note quite to yourself.  
After you meet me, I would be  
glad to see you at my house.  
I am sure you  
will be glad to  
see me.  
I am sure you  
will be glad to  
see me.  
I am sure you  
will be glad to  
see me.

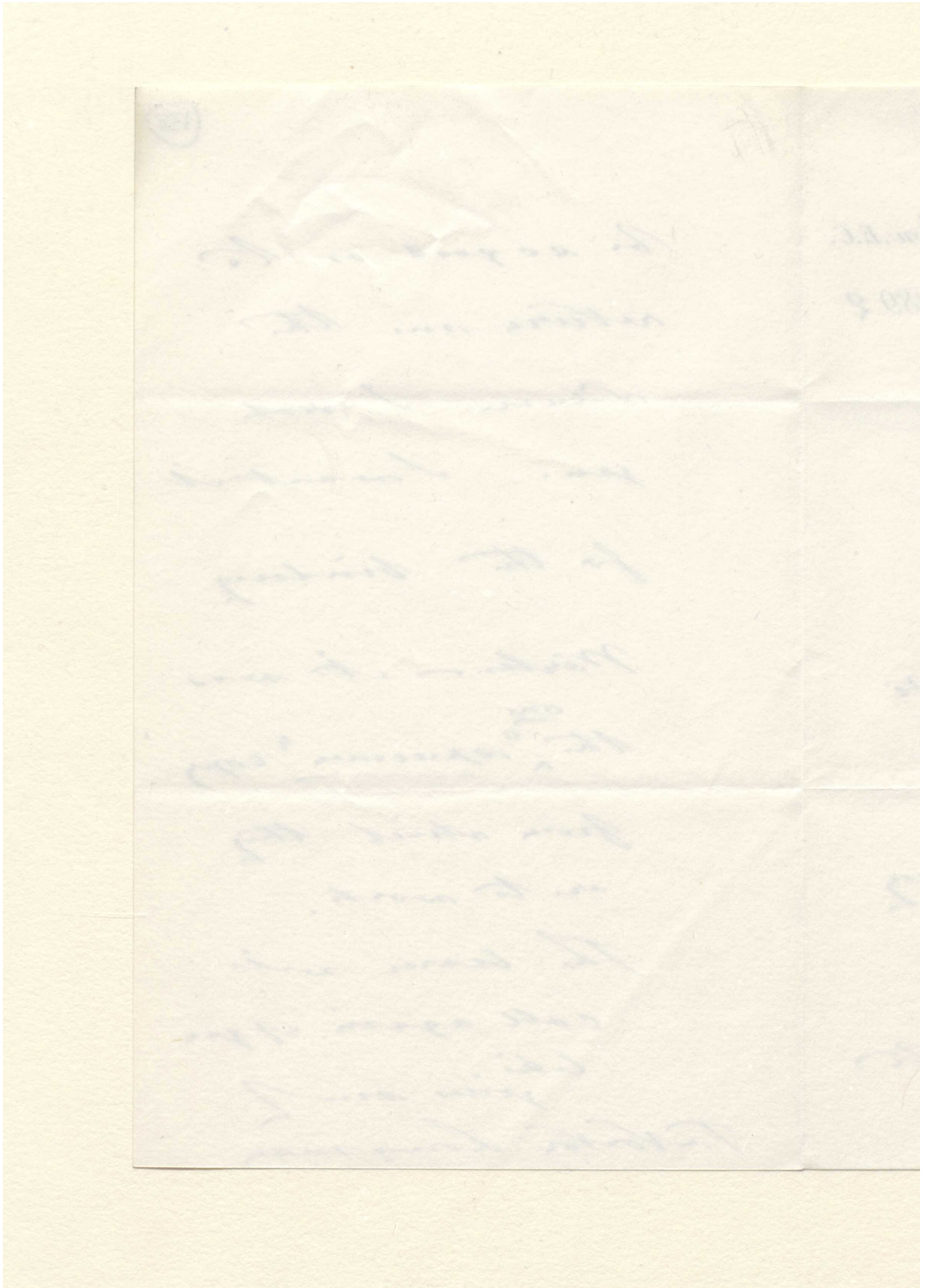
I congratulate  
you on your speech last  
night. You certainly  
have a lot on hand just  
now. So sorry about  
the dinner, I did pitch  
into Mr L for making  
such an exhibition of  
her husband!

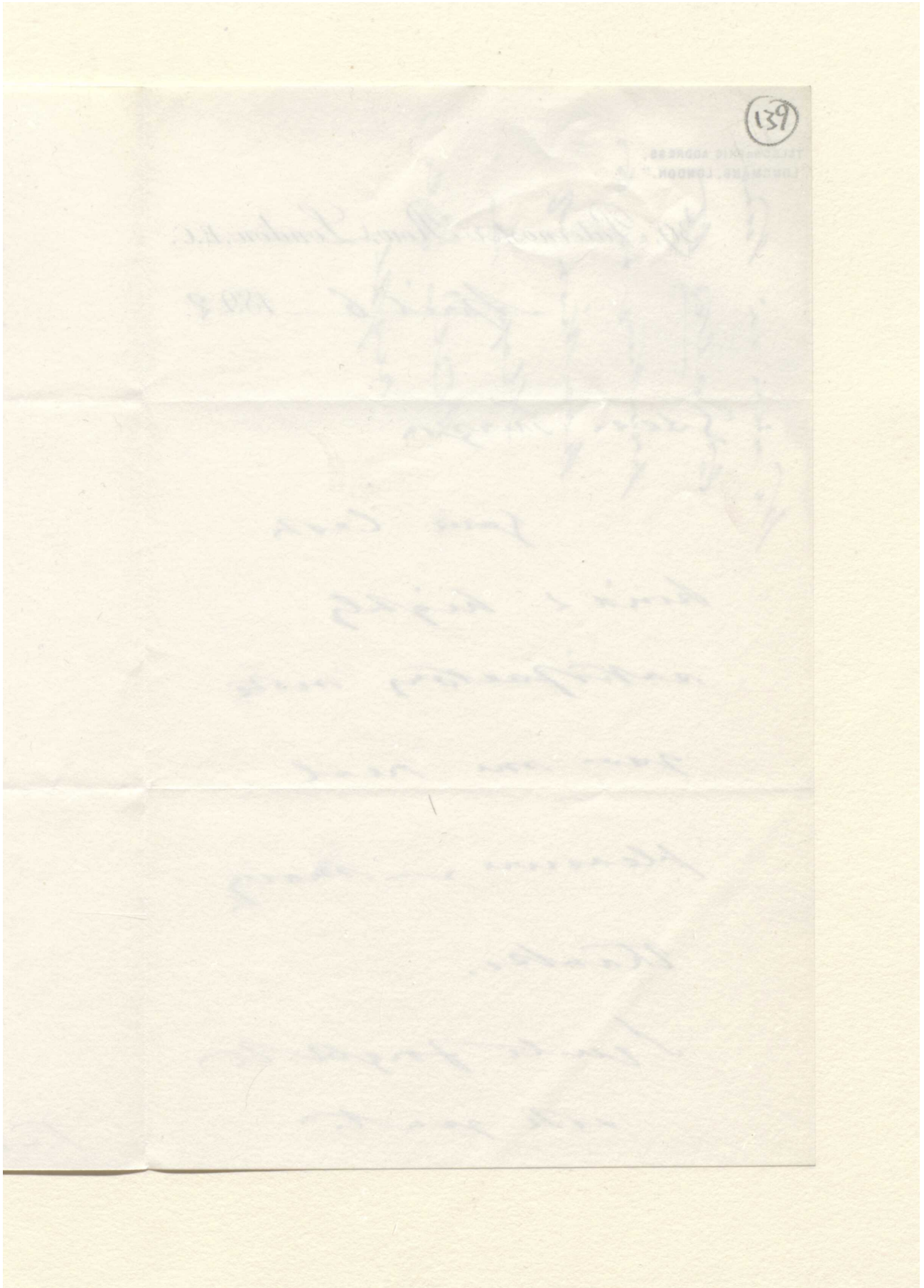
Herewith I send you  
the first copy of the

Walter Longman

(138)

Be so good as to  
return me the  
slaves I sent  
you. I want it  
for the binding  
works - It was  
the <sup>one</sup> "specimen" copy  
from which they  
are to work.  
The bearer will  
call again if you  
like,  
yours truly  
T. Norton Longman





TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

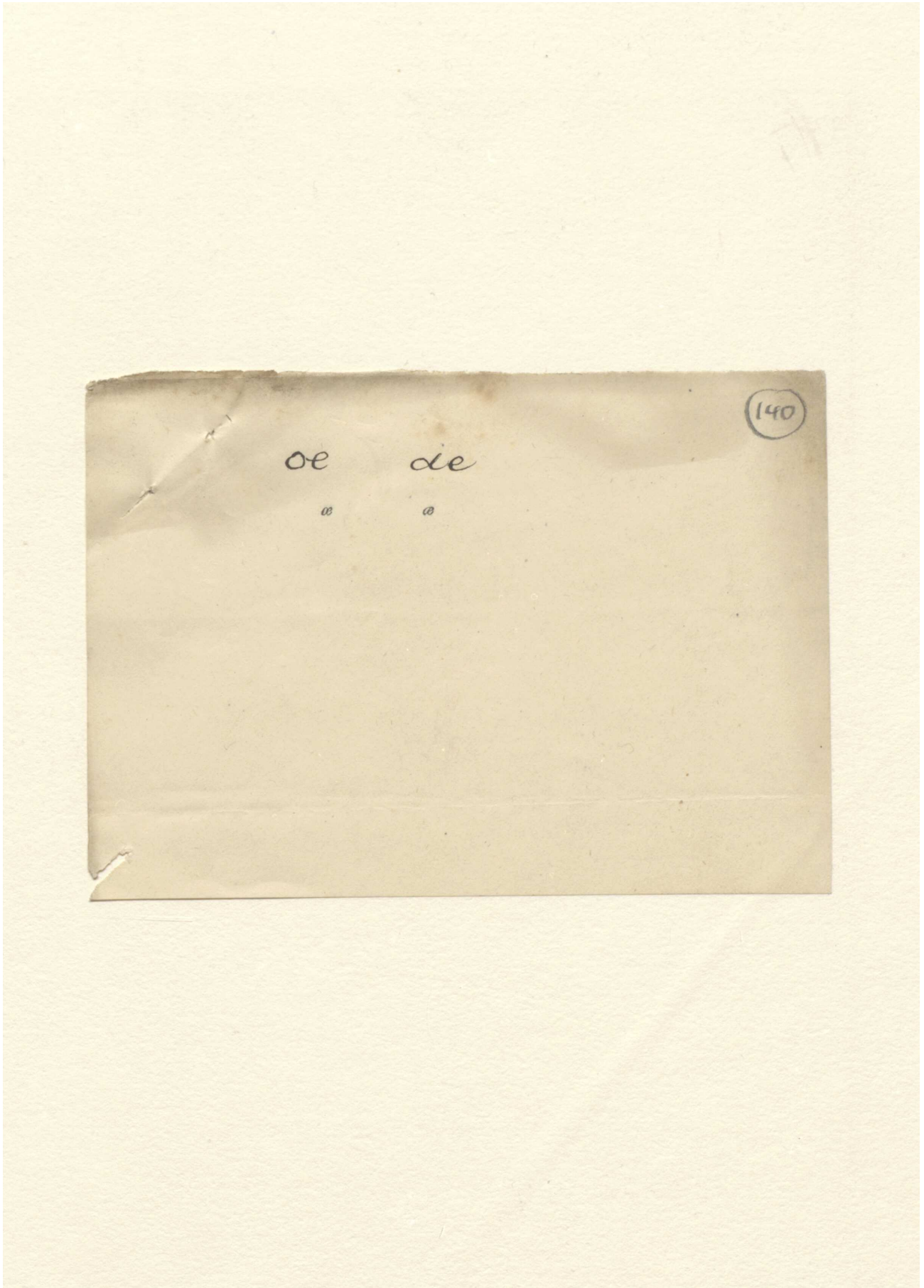
39, Paternoster Row, London, E.C.

April 6 1892

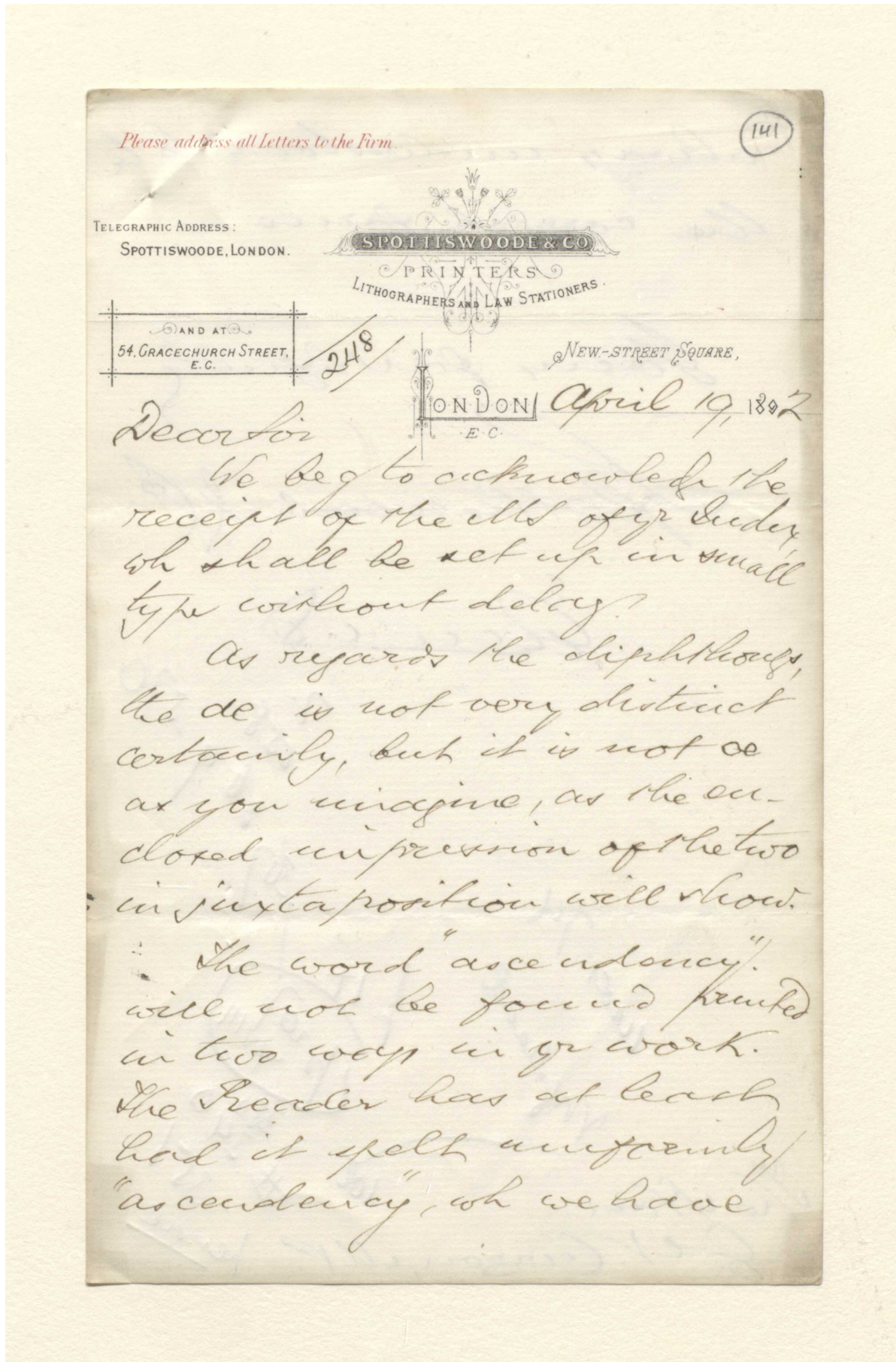
Dear Sir,

Your last  
kind & highly  
satisfactory note  
gave me real  
pleasure & many  
thanks.

I quite forgot to  
ask you to







always understood to be  
the correct form

Yours faithfully  
Hottinwood & Co.

Recd.

ms. 74.  
Myland

117

(p 207 + VIII)

102 280 340 351

7 588 589 570

The Hon.  
G. C. Curzon, M.P. Person

(142)

as little delay as possible,  
but the fact is various  
circumstances have prevented  
the book being finished so  
soon as had been expected.  
This being so, the position  
of affairs has been most  
carefully thought over by  
myself & partners.  
I calculate that it will  
be impossible to publish  
now before the middle,  
or more likely, towards  
the end of May.  
Were I to think of my own  
wishes & convenience I  
should still say -

publish as soon as you can,  
but I am bound to study  
the interests of the book;  
& therefore I must tell you  
candidly that the book  
should not be published  
now before the early autumn.

It is decidedly against the  
interests of the book to  
bring it out towards the  
end of May. It is not  
giving it a fair chance.

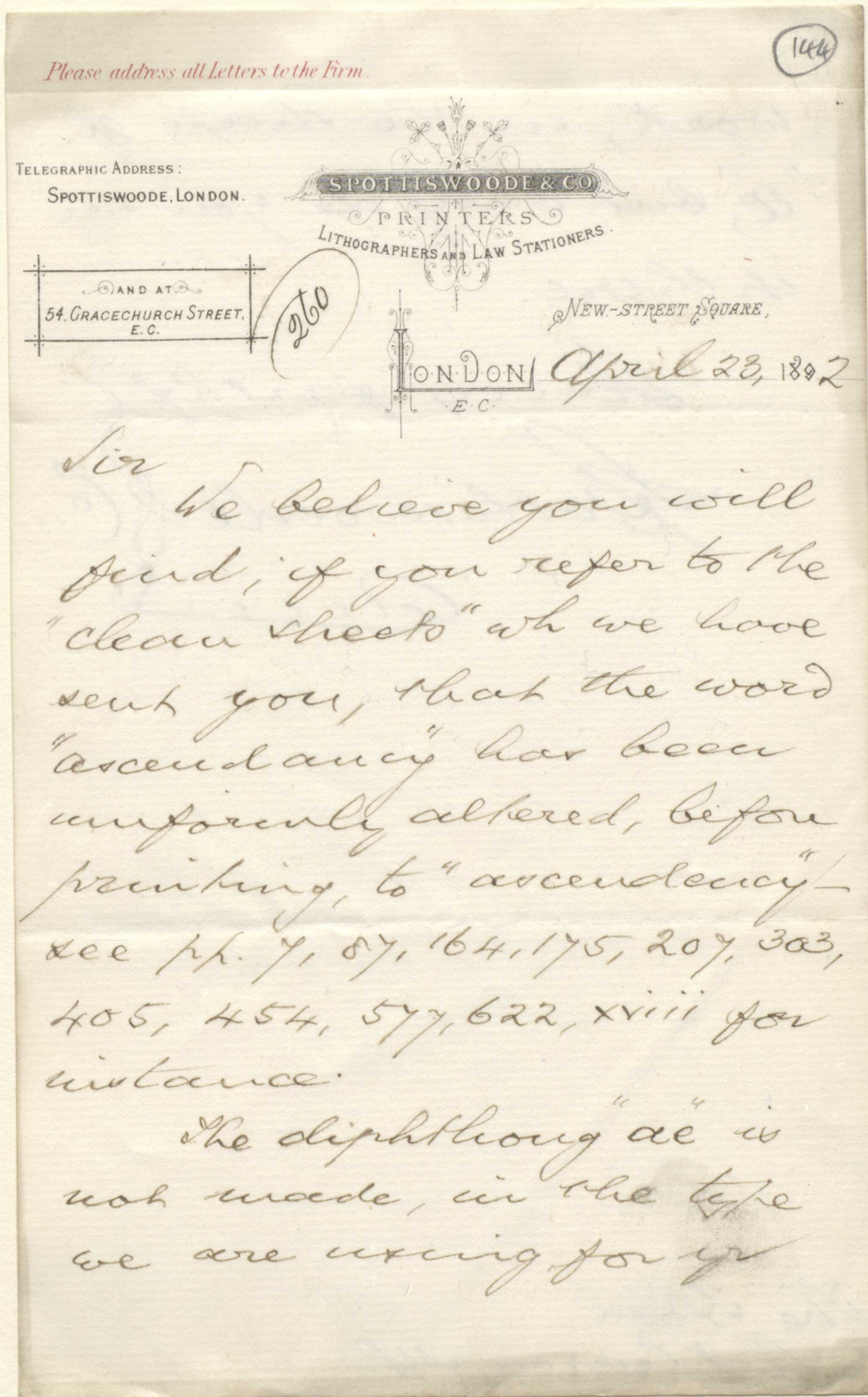
The book is so important,  
& represents such an  
enormous amount of  
labour that I want

(143)

to give it every chance.  
The more I think of it the  
more I feel the desirability  
of keeping it until the  
autumn. You may justly  
say why did I not tell you all  
this before? why does a  
fortnight make so much  
~~the~~ difference? All I can  
say in reply is that I have  
been striving & pushing to  
<sup>meet</sup> get you wishes by publishing  
this spring & that it does  
make all the difference whether  
the book comes out about Easter  
or a week or two after.  
I know you will abuse me  
freely! but I feel I should  
not be treating you, or the  
book, honestly if I did  
not tell you candidly what

C  
TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."  
39, Paternoster Row, London, E.C.  
My dear Sir,  
I am very glad to hear  
that you are putting it  
into type as quickly as  
possible. I am equally  
glad to hear how <sup>very</sup> hard you  
have been working to  
complete this important  
work & so that we  
might publish it with  
our printer is effected careful & mature consideration.  
I am sure you will give all my good  
wishes & most careful thought.  
With kind regards  
I remain  
Yours truly  
John Murray  
P.S. I understand that  
the printer's edition  
is likely to be  
it is right to be  
this in mind.

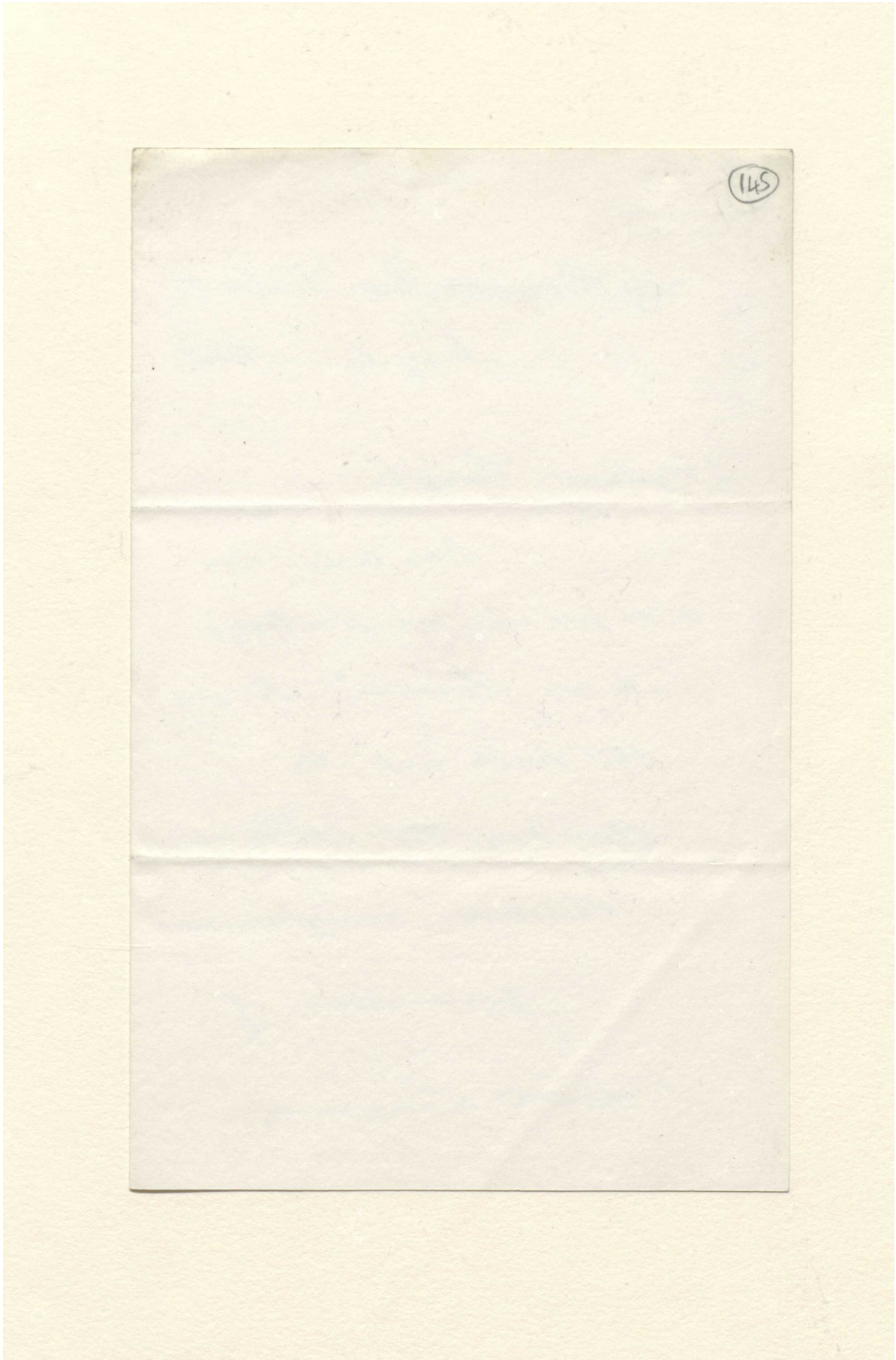
Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[144r] (285/358)

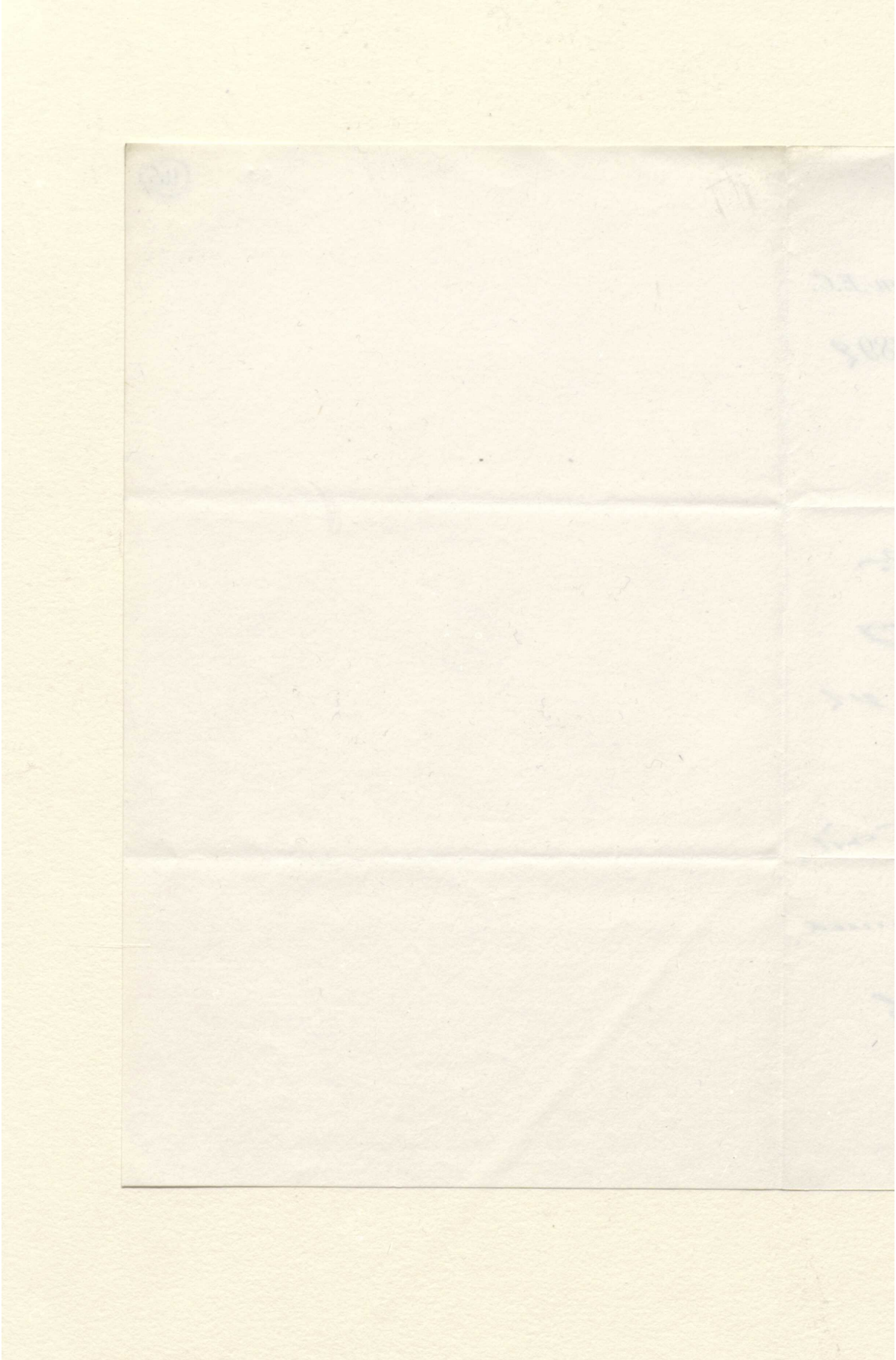


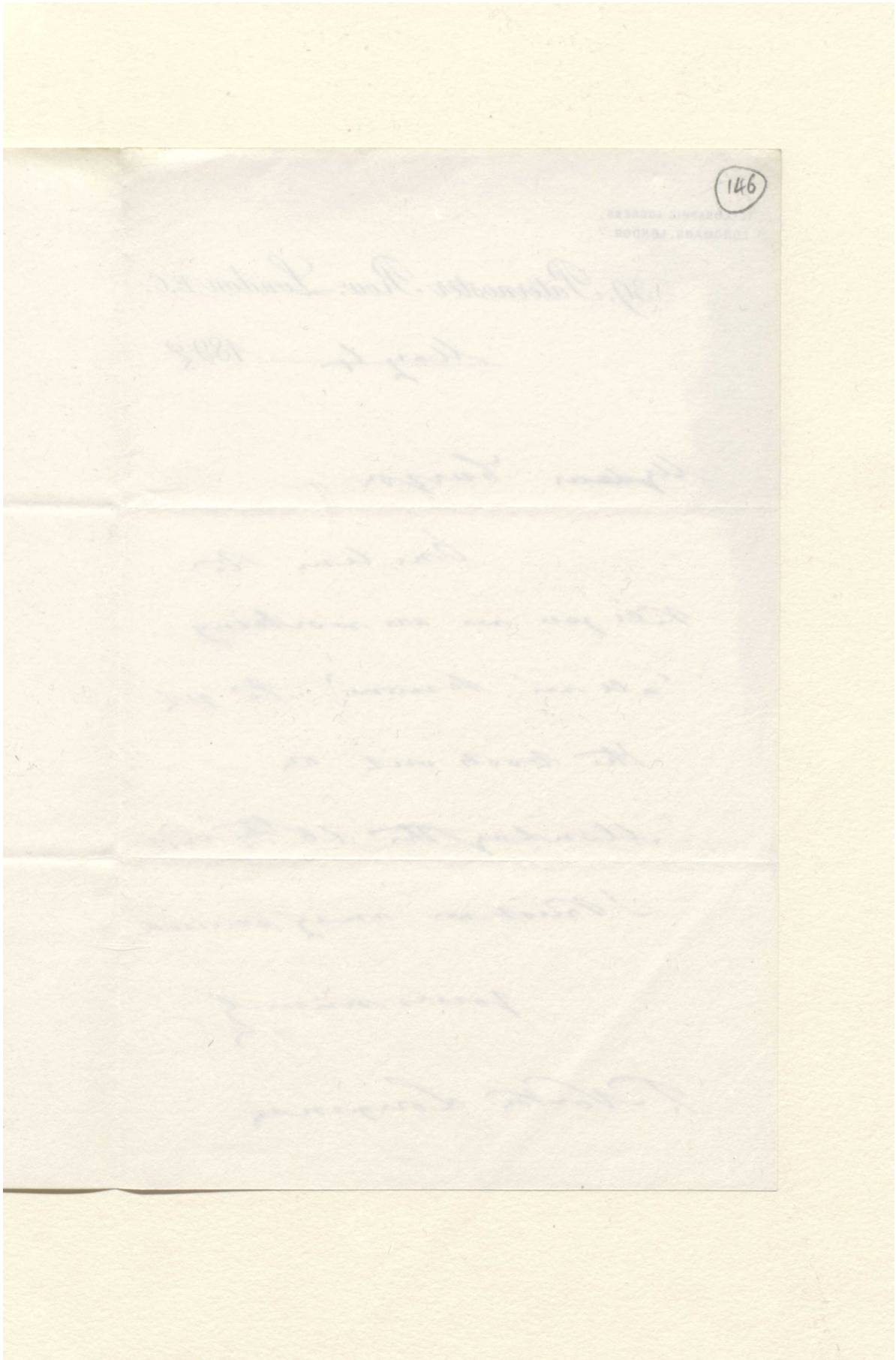
work, in the shape of  
"A", but only as you see  
it there.

Yours faithfully  
Bottiswoode & Co.  
Accced

The Hon.  
G. A. Courton, M.P.







TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

May 4 1892

My dear Surgeon

One line to  
tell you we are working  
'all we know' to get  
the book out on  
Monday the 16<sup>th</sup> inst.

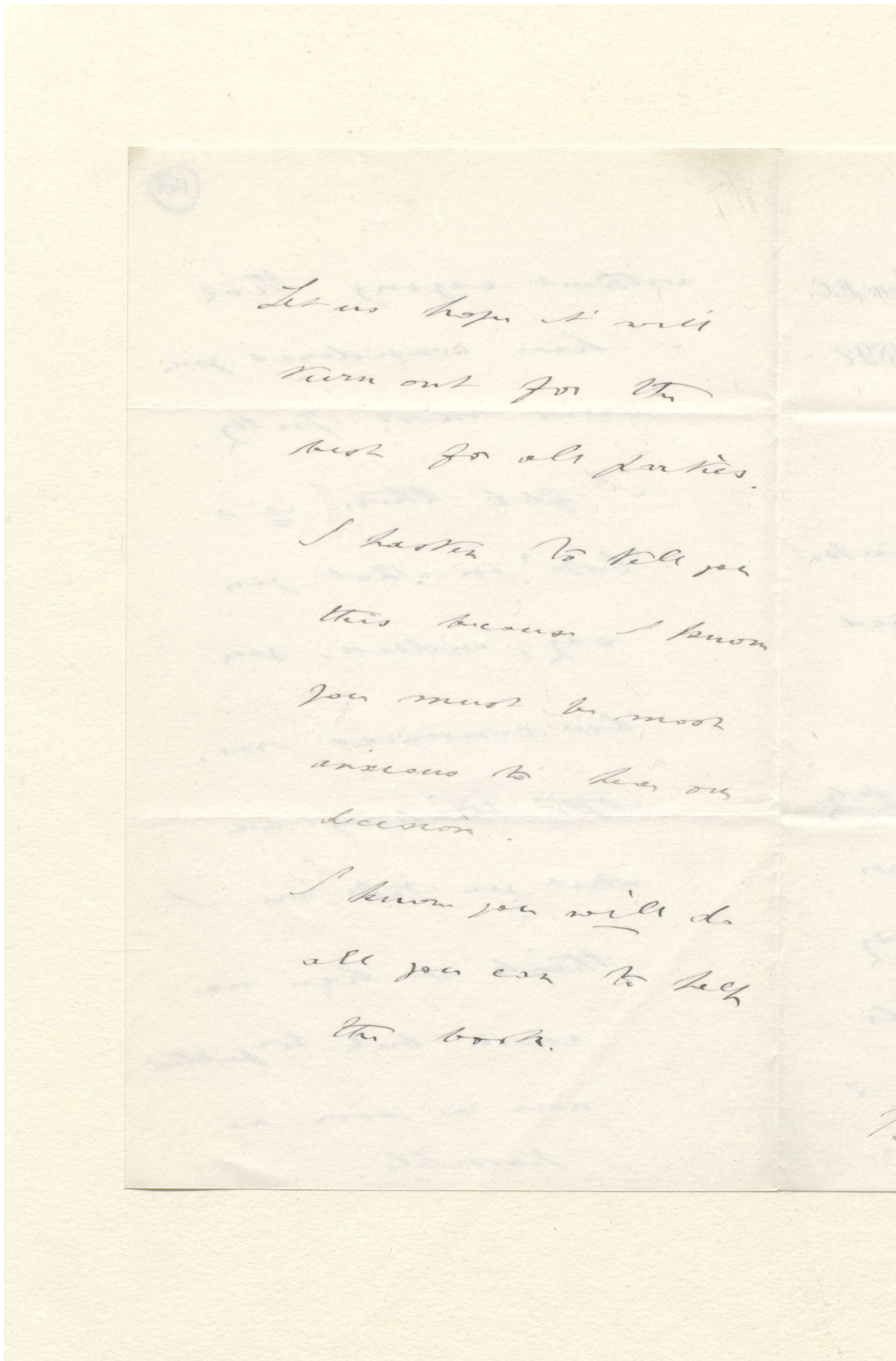
I trust we may succeed.

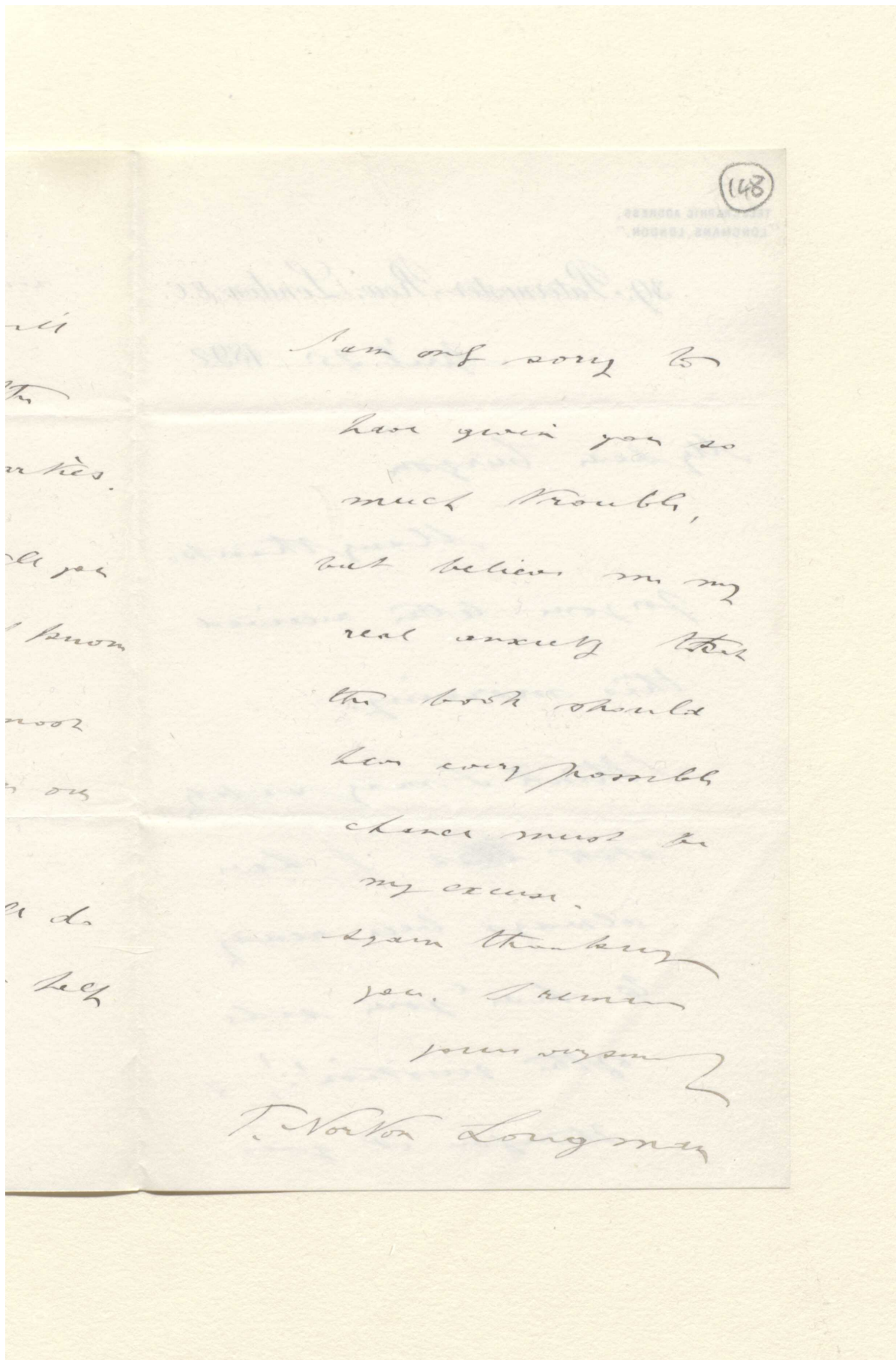
Yours sincerely

T. Norton Longman

(147)

without saying that  
I have considered your  
views most fully.  
I feel there is a  
'lot' in what you  
say, indeed, you  
have convinced me.  
After thinking over  
what you tell me I  
think we have no  
choice but to publish  
now as soon as  
possible.





TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

30, Paternoster Row, London, E.C.

April 25. 1892

My dear Curzon

Many thanks

for your letter received  
this morning.

I think I may safely

state that I have

always been ready

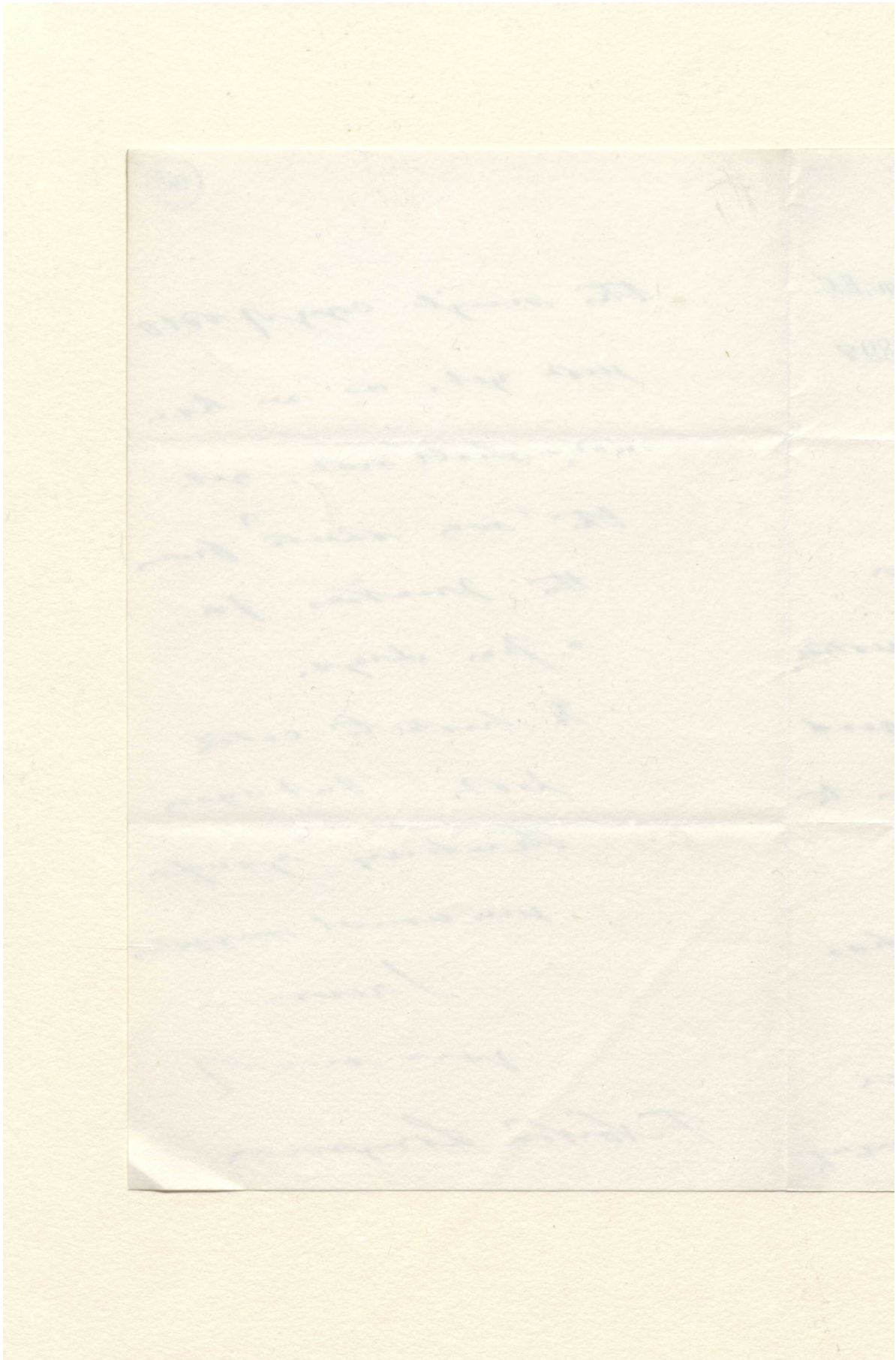
to be on your side

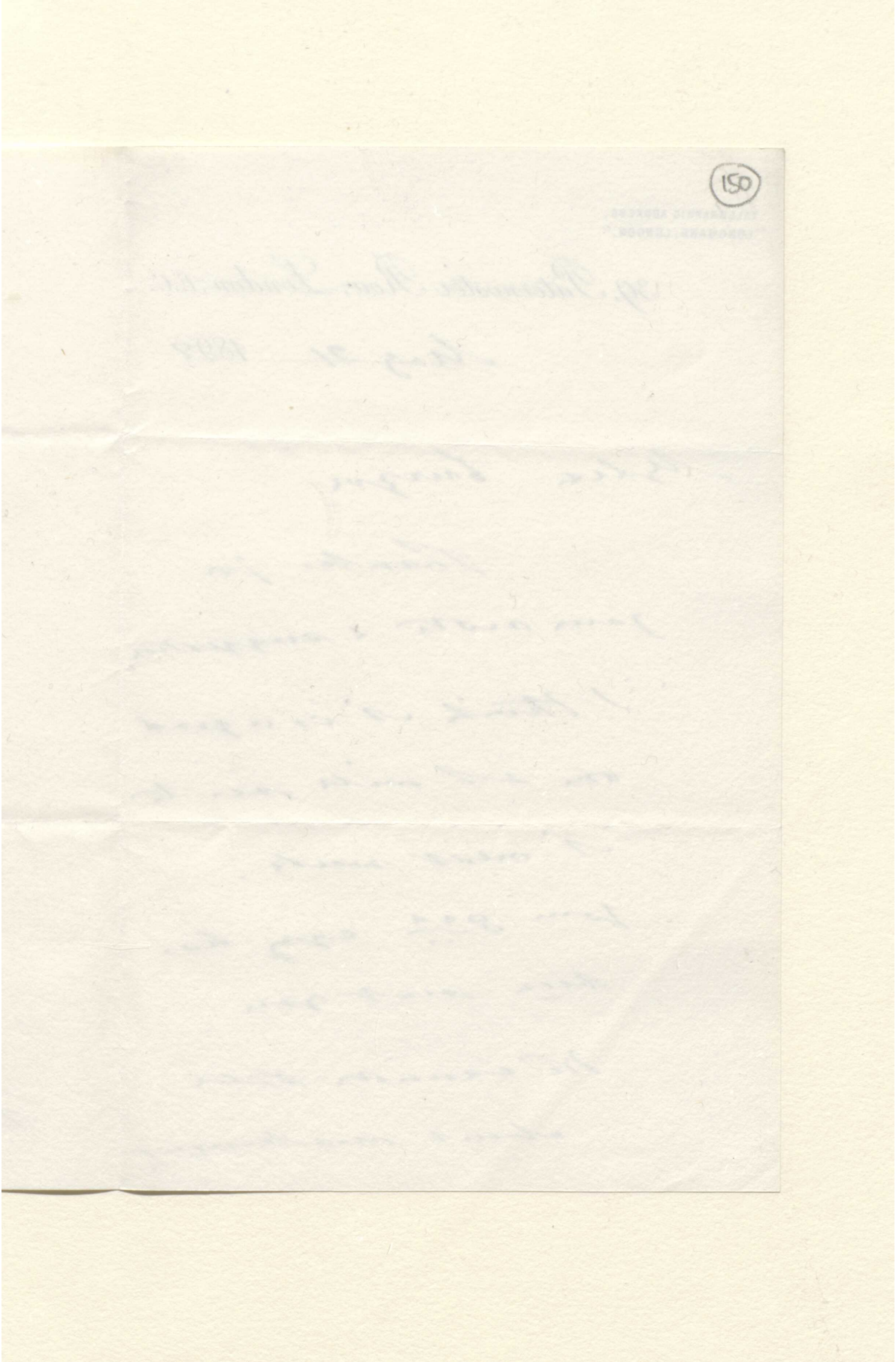
of the question. 1, 1, 2

When you it goes

(149)

The single copy of vol II  
just yet, as we have  
not, shall not, yet  
the 'over sheets' from  
the printer in  
a few days.  
I haste to catch  
you, but again  
Thanking you for  
your usual suggestions  
I remain  
your servant  
T. Norton Longman





TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

May 21 1898

My dear Surgeon

Thanks for

your note & suggestion,

I think it is a good

one & I will see to

it next week.

Your gen<sup>l</sup> copy has

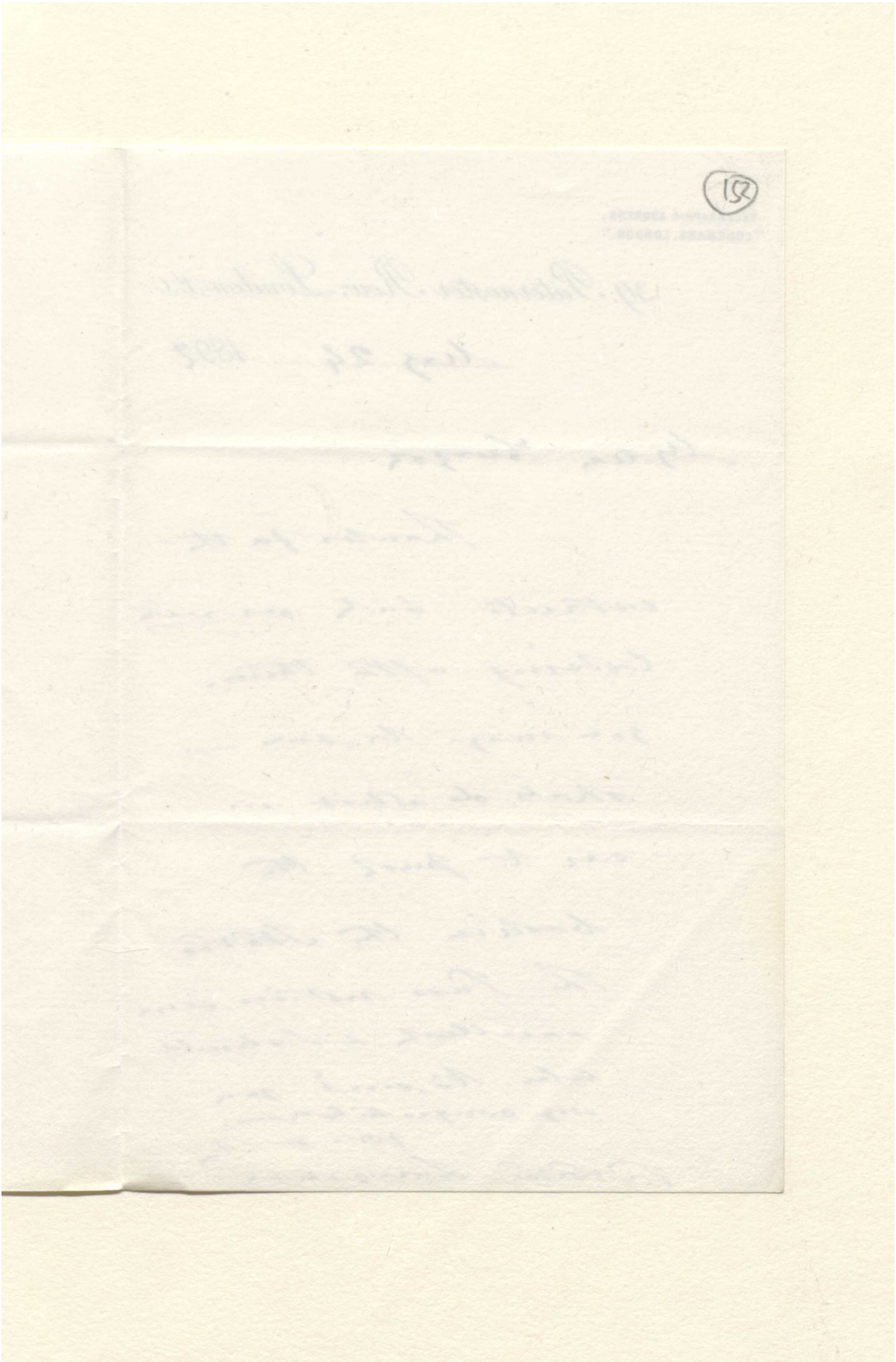
been sent you.

We cannot tell

about making up







TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

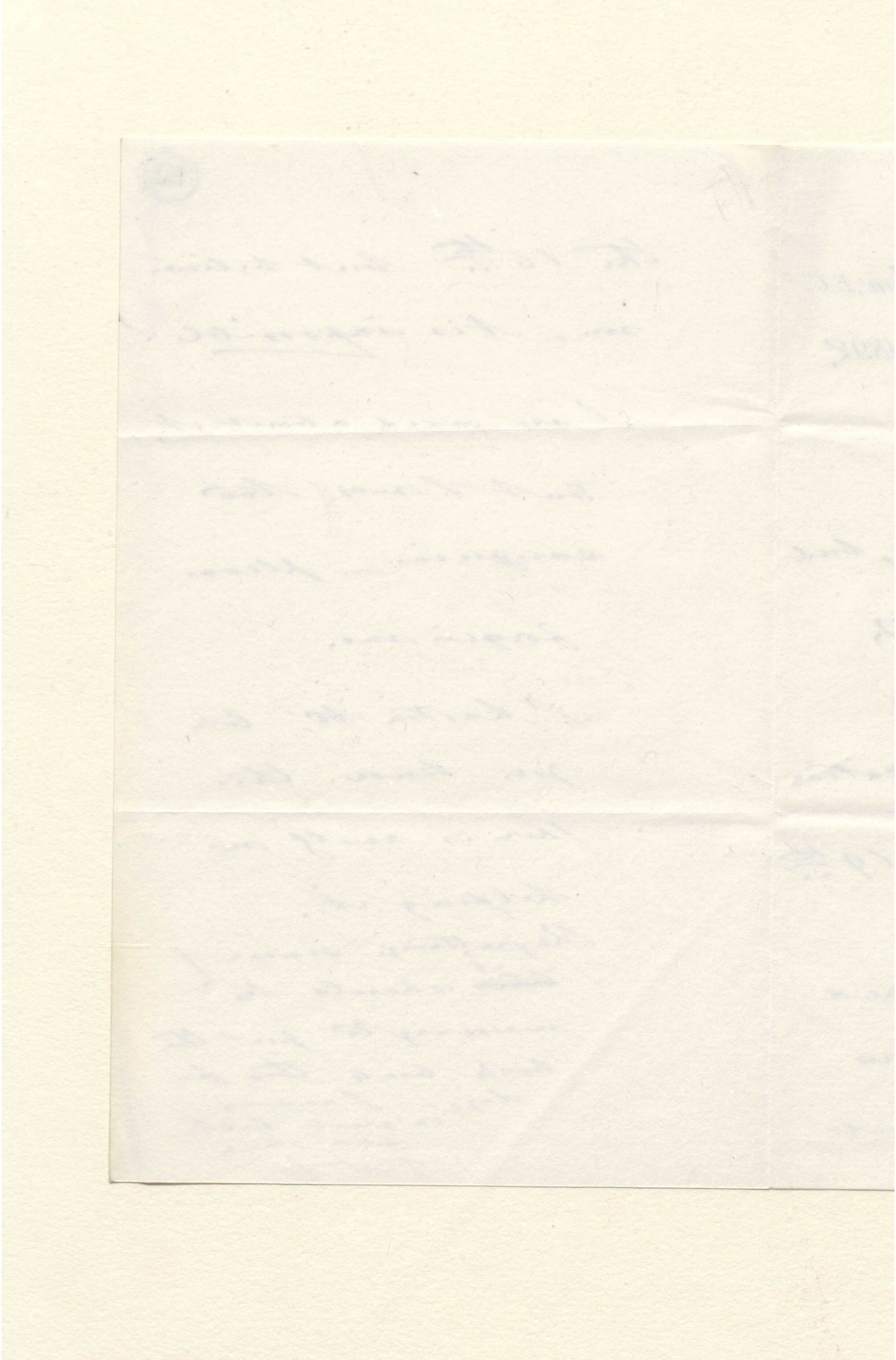
May 24 1892

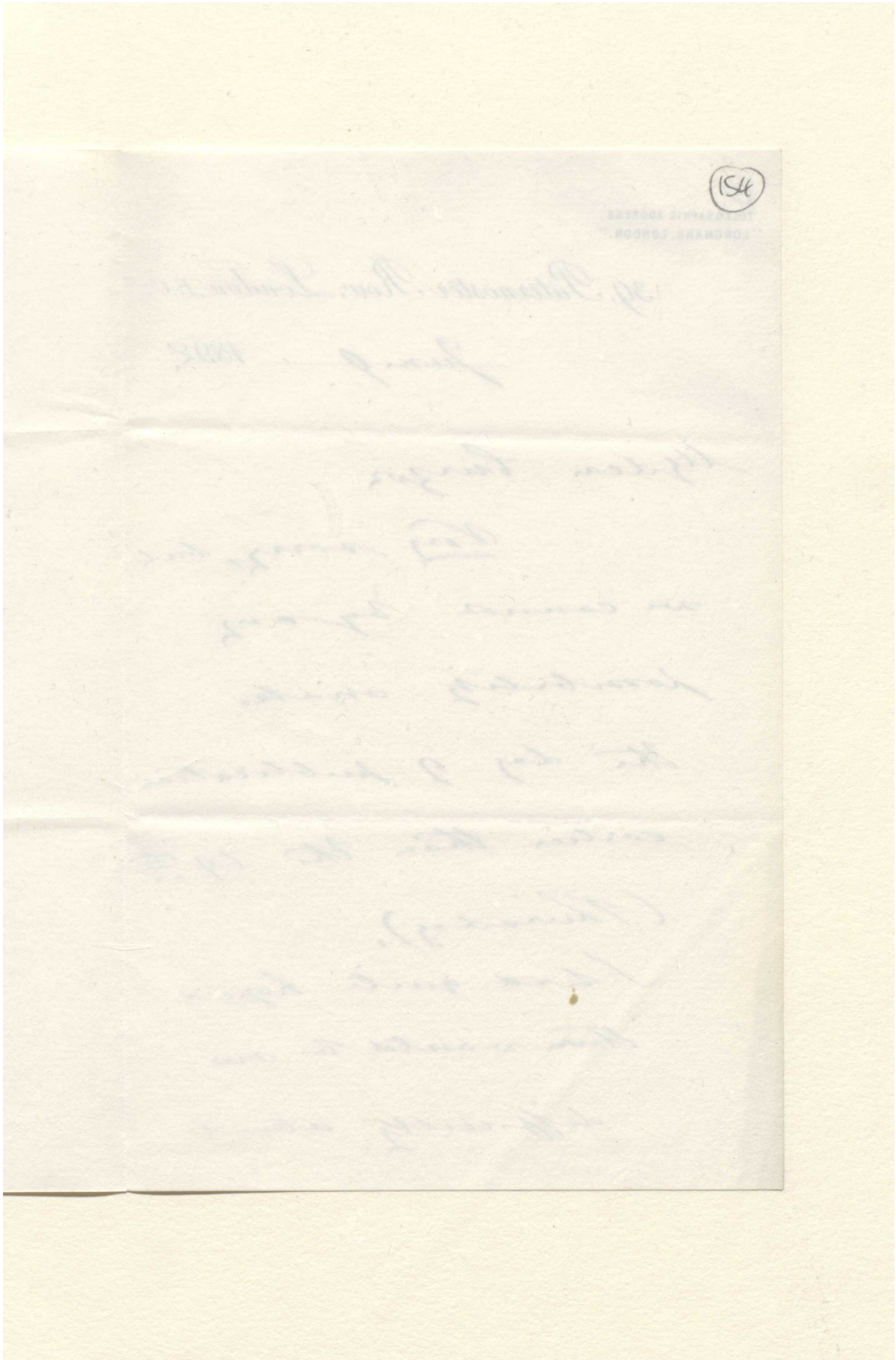
My dear Curzon

Thanks for the  
extracts but we were  
looking after them.  
You may be sure we  
shall do what we  
can to push the  
book in the States.  
The Paris notice seems  
excellent & I should  
like to send you  
my congratulations.  
Yours truly  
T. Norton Longman

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the 16<sup>th</sup> but believe  
me, it is impossible.  
I am vexed about it,  
but I was too  
ranguin - please  
forgive me,  
I had to be  
you know the  
there is really no  
helping it.  
Regretting sincerely  
that should be  
necessary to put the  
book back then ten  
days. I remain  
in great haste,  
your obedt  
servt  
T. V. L.





TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

39, Paternoster Row, London, E.C.

June 9 1892.

My dear Surgeon

Very sorry, but  
we cannot by any  
possibility make

the day of publication

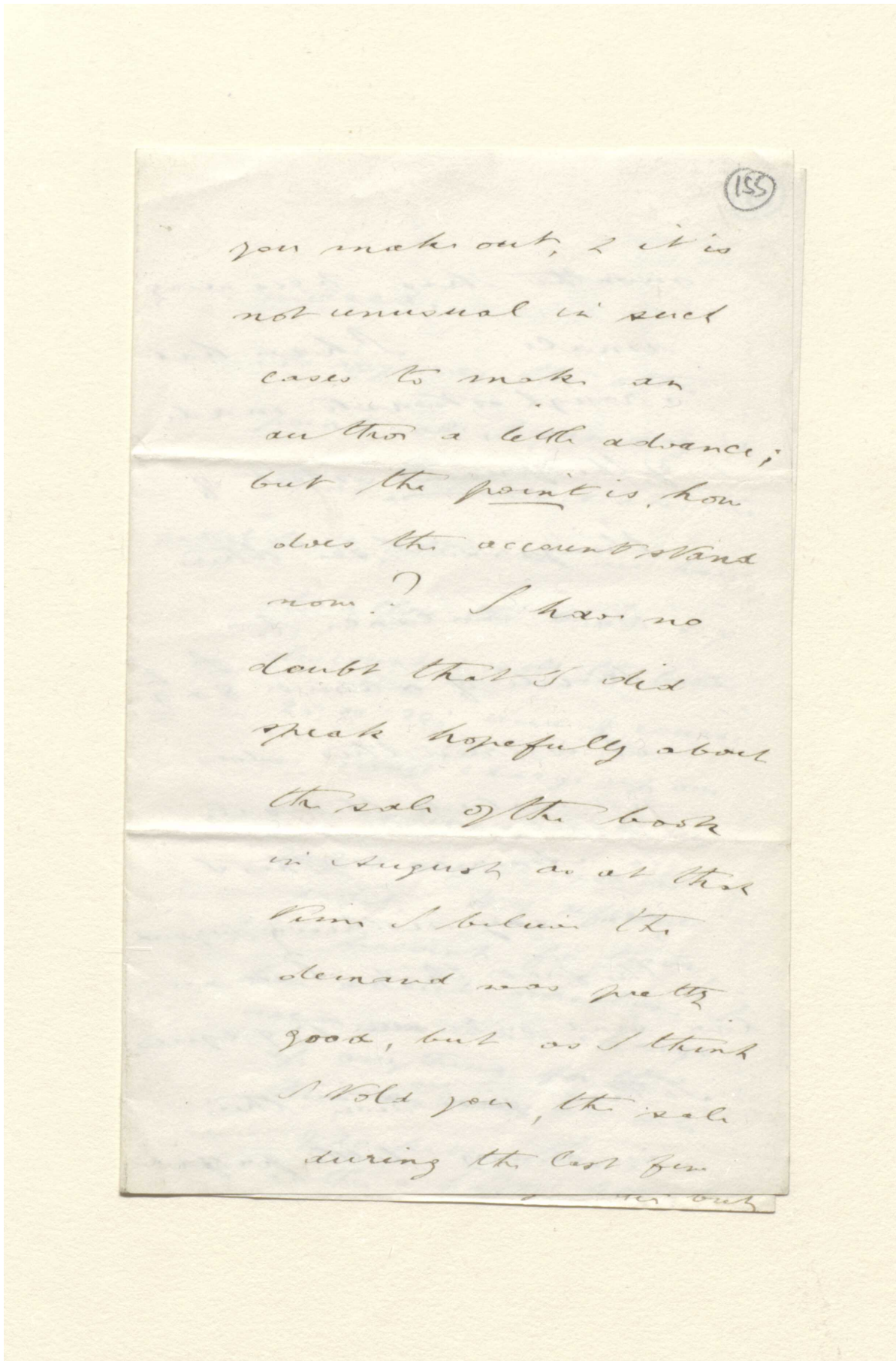
earlier than the 19<sup>th</sup>

(Thursday).

I had quite hoped

there would be no

difficulty about



you make out, & it is  
not unusual in such  
cases to make an  
author a little advance;  
but the point is, how  
does the account stand  
now? I have no  
doubt that I did  
speak hopefully about  
the sale of the book  
in August, so at that  
time I believe the  
demand was pretty  
good, but as I think  
I told you, the sale  
during the last few

months has been very  
small. I have had  
a rough estimate made  
of the present state of  
things & I see there  
is a balance to  
be made of about  $\frac{£}{\text{}} \frac{£}{\text{}}$   
It is true this does  
not include the sale  
in America & of this I  
can say nothing beyond  
the fact that I see we  
have sent out ~~rather~~ 179 copies.  
So that just now there  
is a very little profit

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indeed,

As regards the other  
points, all I can say is  
that <sup>the</sup> account states the  
actual facts of the case, we have  
to allow the Trade 5%  
discount & sell the books  
25 or 24; and of course  
we must charge up our  
own expenses, or else our  
profit would not be  
profit. With reference  
to discount for time,  
how about ourselves? I  
mean no doubt charge  
up anything for the  
time ~~we~~ <sup>we</sup> are only  
of pocket. This is  
rather a hasty letter but

TELEGRAPHIC ADDRESS,  
"LONGMANS, LONDON."

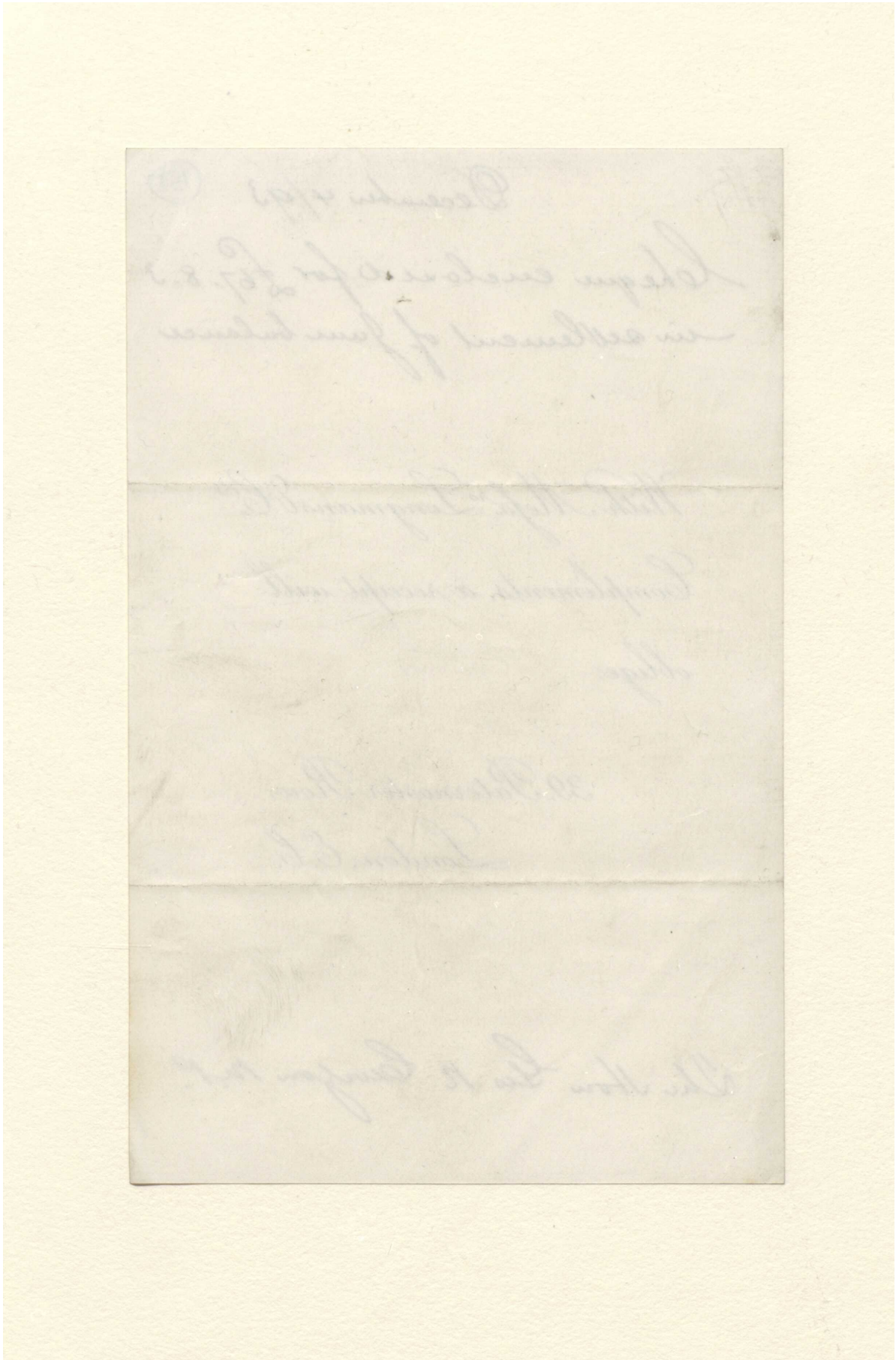
30, Paternoster Row, London, E.C.

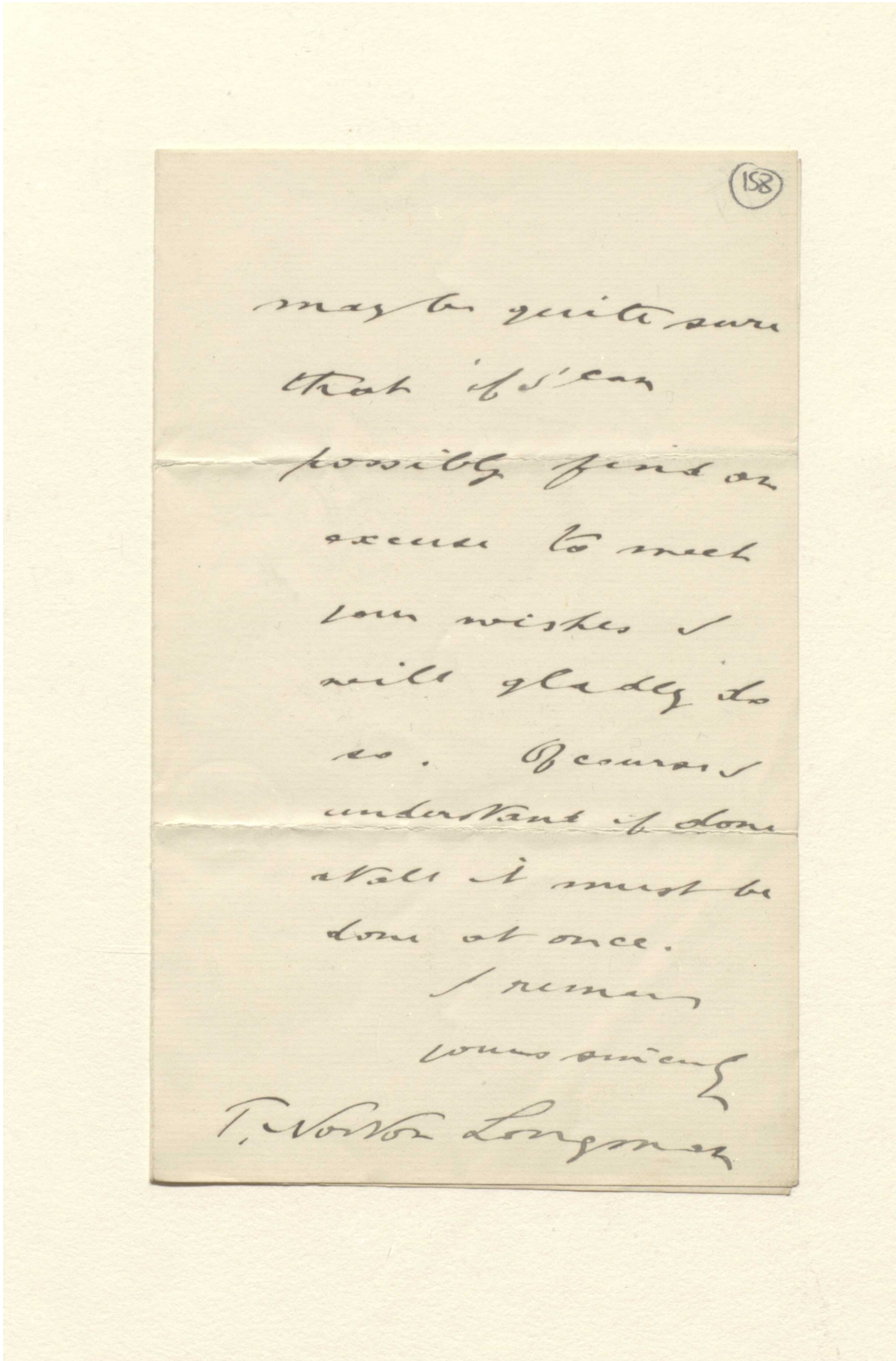
Apr 30 1893

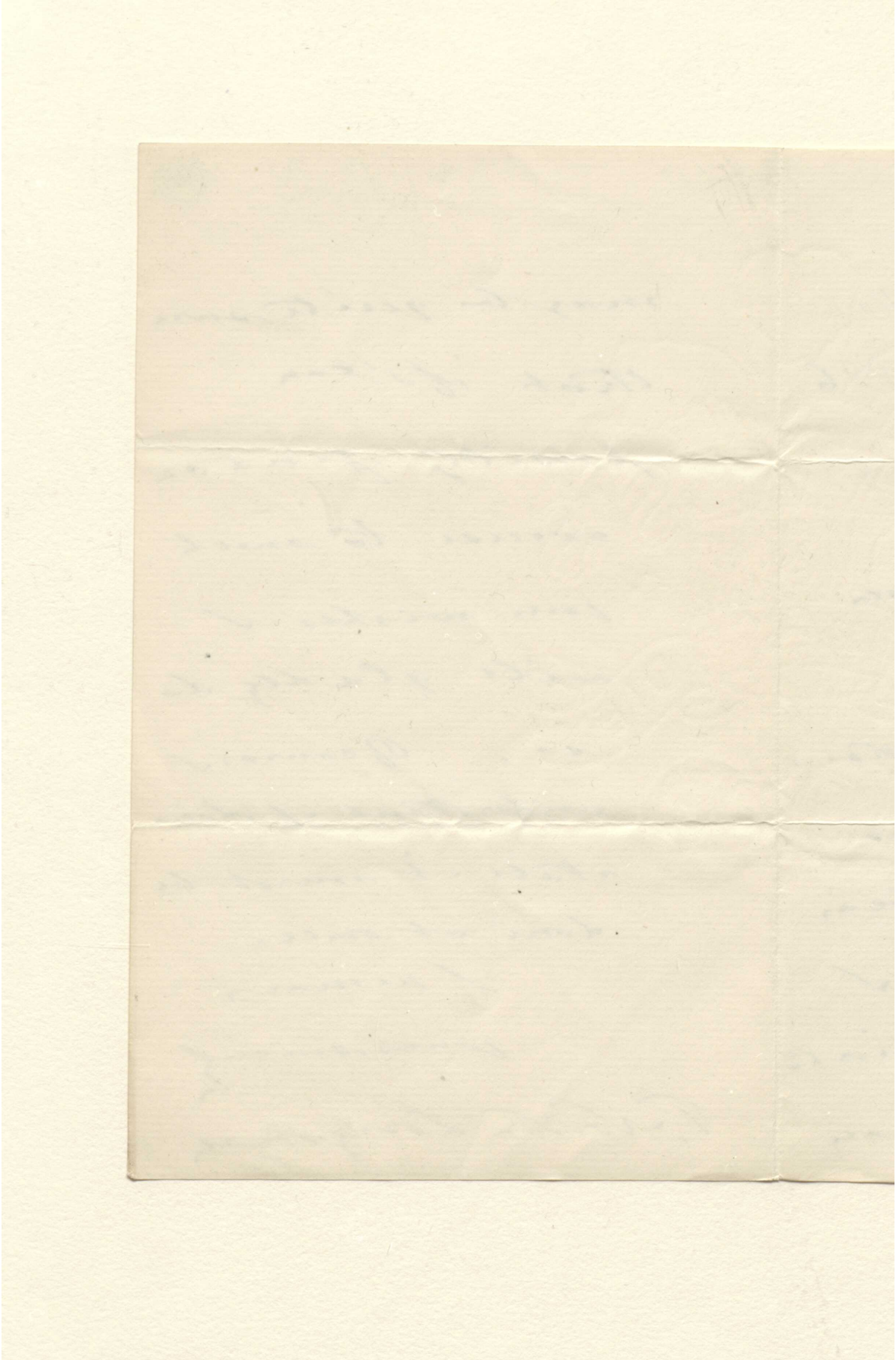
My dear Sir,  
I have given you  
the information  
you require  
I have given you  
the information  
you require  
I have given you  
the information  
you require

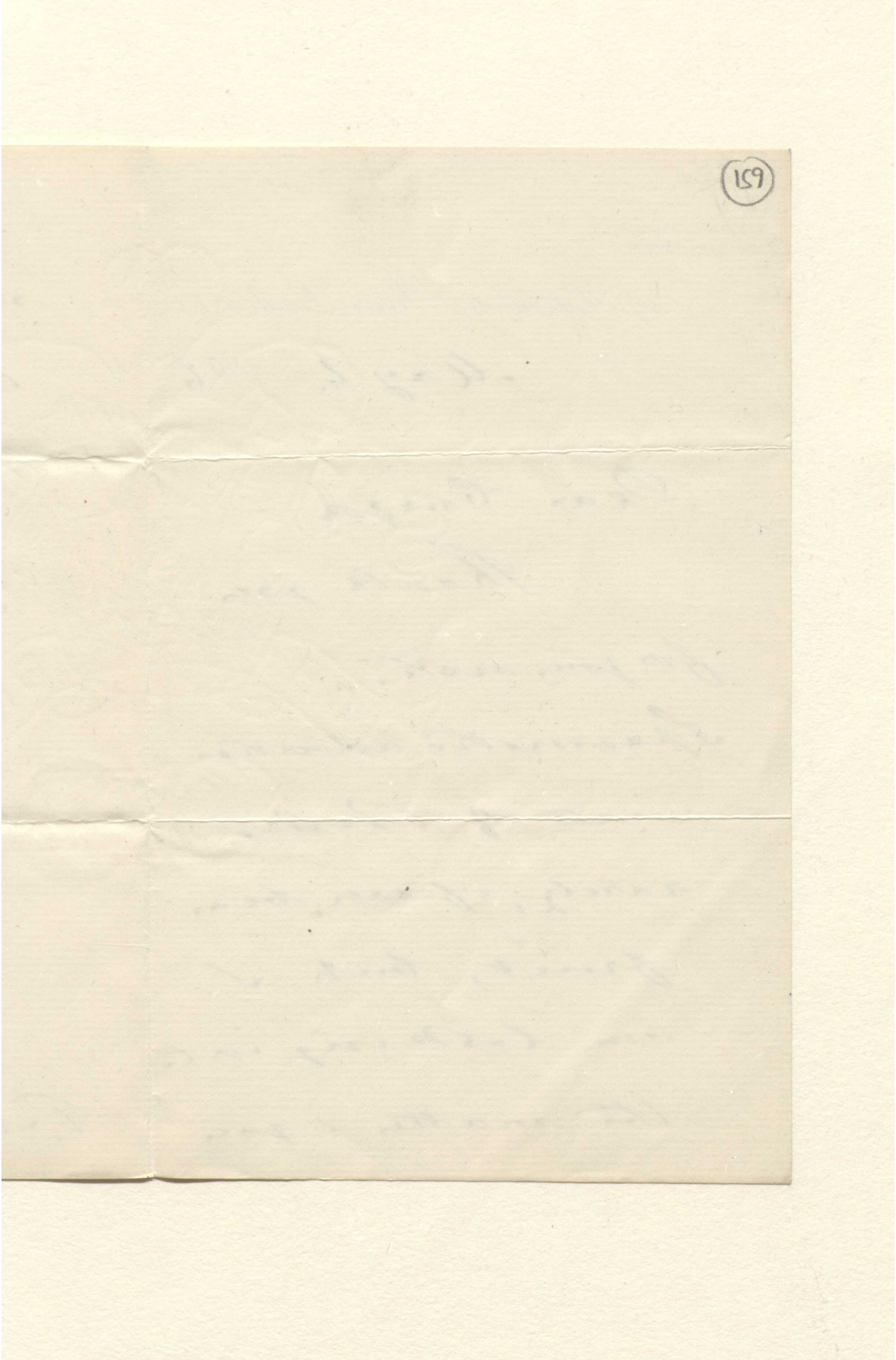
Yours of yesterday  
reached on a busy morning,  
I am just off for a little  
Easter holiday,  
I confess I am rather  
inclined to agree with  
you it does seem a  
little hard to keep  
an author awaiting  
so long as in the case.

December 4/93 (157)  
Cheque enclosed for £67. 8. 3  
in settlement of your balance  
  
With Messrs Longmans & Co.  
Compliments, a receipt will  
oblige.  
  
39, Paternoster Row,  
London, E.C.  
  
The Hon Geo. R. Curzon M.P.









TELEGRAPHIC ADDRESS,  
"LONCMANS, LONDON."

39, Paternoster Row, London, E.C.

May 4. 1896

Dear Curzon

Thank you

for your note.

Spasmodic advertise-

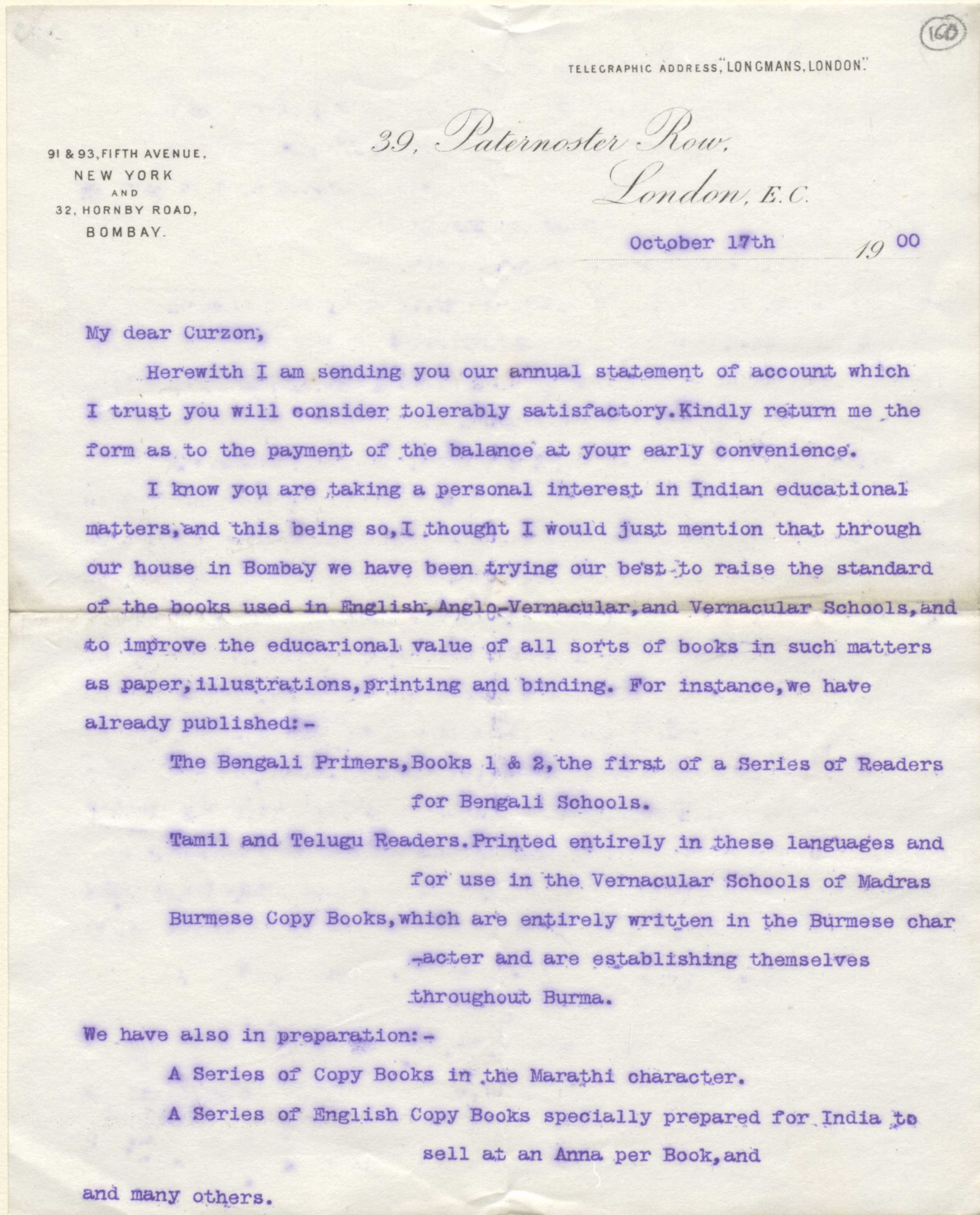
-ments of Books

rarely, if ever, bear

fruit, but I

am looking into

the matter & you



Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[160v] (318/358)

October 17th

My dear Sir,

I am sending you our annual statement of account which I trust you will consider satisfactorily. Kindly return in the form as to the payment of the balance at your early convenience.

I know you are taking a personal interest in Indian educational matters, and this being so, I thought I would just mention that through our house in Bombay we have been trying our best to raise the standard of the books used in Indian schools. We have been endeavouring to improve the educational value of all sorts of books in such matters as paper, illustrations, printing and binding. For instance, we have already published:-

The General English Books 1 & 2, the first of a series of English for English Schools.

Small and Foreign Readers, fitted and adapted in those languages and for use in the vernacular schools of India.

Business Copy Books, which are entirely written in the business style and are now establishing themselves throughout India.

We have also in preparation:-

A series of Copy Books in the Hindi character.

A series of English Copy Books specially prepared for India to sell at an advance per book, and

and many others.

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[161r] (319/358)

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TELEGRAPHIC ADDRESS, "LONGMANS, LONDON."

91 & 93, FIFTH AVENUE,  
NEW YORK  
AND  
32, HORNBY ROAD,  
BOMBAY.

39, Paternoster Row,  
London, E.C.

19

However, I do not want to bore you with a lot of details, but I think I might tell you in confidence I have the best reason for believing that the Babus have an absurd impression that you are prejudiced against my firm's publications. Not only this, but they are, I believe, doing their best to make the whole University course as cheap as possible by cutting down really valuable prescribed text-books, and advocate the use of cheap "rubbish" instead. This, of course, is as much against raising the tone of Education generally as it is against <sup>commercial</sup> ~~common~~ enterprise.

Please forgive the length of this letter, but your Government would like to be kept informed of what we are doing for Indian education, and if you will kindly tell me who to write to I will gladly keep him posted up.

I think the election has been very keenly contested all over the country, and there is now no possible doubt as to the view of the country on the War, which we trust will soon be a thing of the past.

With kindest remembrances,

I remain,

Yours sincerely,

His Excellency  
Lord Curzon of Kedleston  
Calcutta

J. Norton Longman

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[161v] (320/358)

However, I do not want to bore you with a lot of details, but I think I  
ought to tell you in confidence I have the best reason for believing that  
the Editor has an absurd impression that you are prejudiced against  
my firm's publications. Not only this, but they are, I believe, doing  
their best to give the whole University course as cheap as possible  
by getting down really valuable prescribed text-books, and avoiding the  
use of cheap "translations" instead. This, of course, is as much against  
the best interests of Education generally as it is against the  
interests of the University.

Please forgive the length of this letter, but your Government  
would like to be kept informed of what we are doing for Indian  
Education, and if you will kindly tell me who to write to I will  
gladly keep him posted up.

I think the Editor has been very heavily contacted all over the  
country, and there is now no possible doubt as to the view of the country  
on the subject, which we trust will soon be a thing of the past.

With kindest regards,  
I remain,  
Yours sincerely,  
Sir Basil Halliday  
Lord Curzon of Kedleston  
Glasgow

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[162r] (321/358)

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TELEGRAPHIC ADDRESS, "LONCMANS, LONDON."

91 & 93, FIFTH AVENUE,  
NEW YORK  
AND  
32, HORNBY ROAD,  
BOMBAY.

39, Paternoster Row,  
London, E.C.

January 17th 19 01

Dear Curzon,

When I had the pleasure of sending your annual account some few weeks ago I enclosed the usual 'form' requesting instructions for the payment of the balance due. The form not having been returned and as the money is due I hope I have done right in paying the amount £44.3.10 into your Bankers as usual. I troubled you with a few general remarks when I wrote on matters which I thought would interest you.

We are having a little touch of winter just now but the weather is not severe. We Londoners have just been rejoicing over Lord Roberts' return; today we mourn the loss of a great man in Creighton, Bishop of London. Hoping you are keeping all right

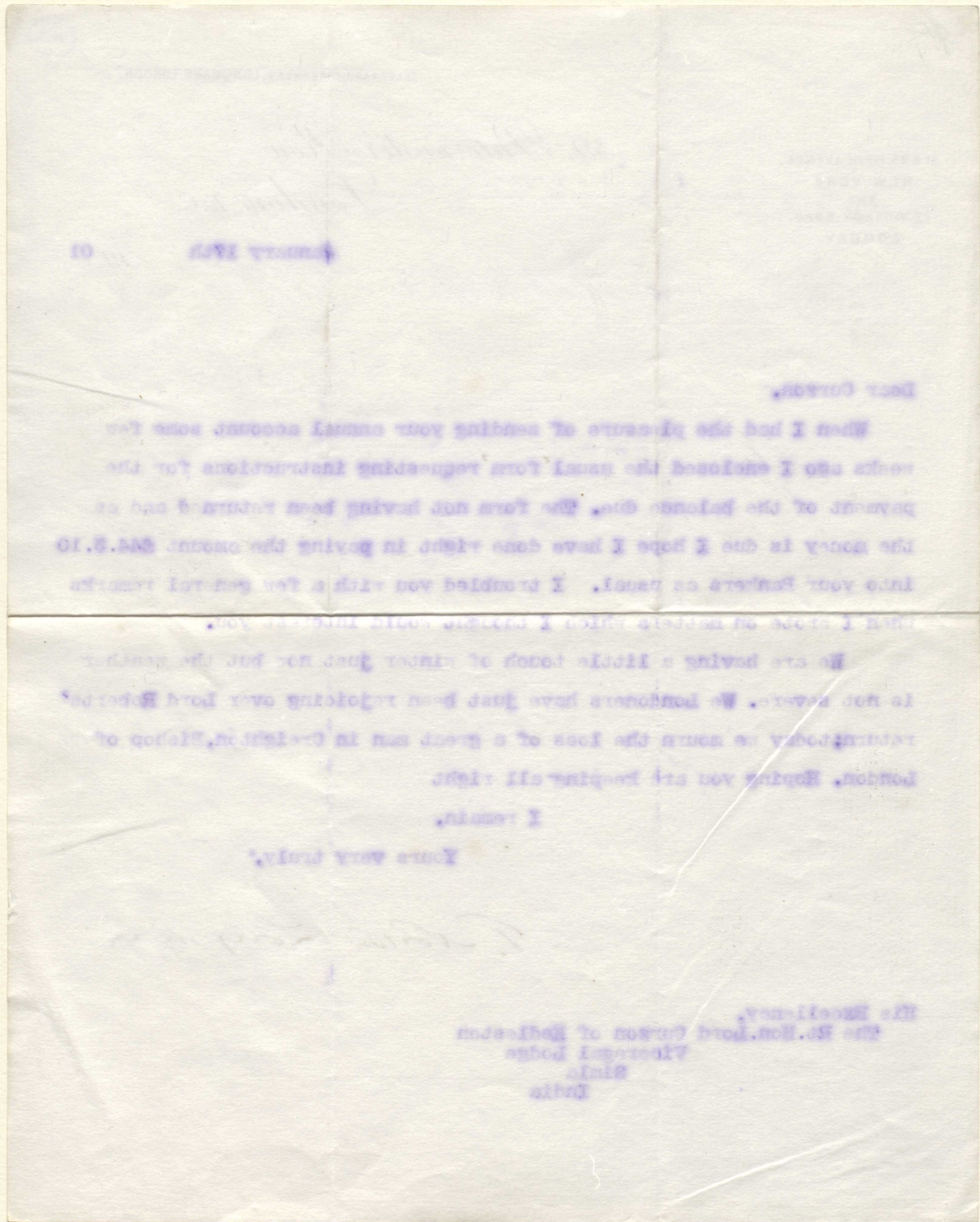
I remain,

Yours very truly,

T. Norton Longman

His Excellency,  
The Rt. Hon. Lord Curzon of Kedleston  
Viceregal Lodge  
Simla  
India

Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[162v] (322/358)



2

163

the titles of the works of some of the men whom you mention, and in other cases, not even the men themselves.

In the Preface of "Persia" you mention your intention to publish an additional volume which would contain, among other subjects, a Bibliography of Persian history, geography and travel. Occupations of such greater moment have no doubt prevented you from carrying out this plan. But, in my desire to make my publication as complete as I am able to, it struck me that perhaps you would allow me to make use of the notes which you collected at the time, in order to fill up my blanks.

A Bibliography of Persia is sadly wanting. What I intend to publish does not pretend to be anything like a complete one, but it will at any rate be an improvement on the only one existing at present; that of Scherab. At one time I intended to try and compose a general Bibliography, somewhat on the lines of that of Japan by Wankstem, say till the year 1076, when Friederici started his "Bibliotheca orientalis", or till 1000: first vol. of Müller's "Oriental. Bibliogr.". I may perhaps later on still venture to do this, although the

4.

the case with such compilations, I found a  
good many additional titles. These will now  
find a place in the Catalogue that I am  
publishing.

I shall be in London about the 27<sup>th</sup>  
inst. and if you should be in town, say be-  
tween that date and the 1<sup>st</sup> of August, I should  
esteem it a great favor if you could arrange  
to receive me for a few minutes. Or I could  
come to Dasingstoke.

My address in London will be Royal  
Societies Club, St. James's Street.

I shall be most grateful if you would  
very kindly assist me in some way and  
beg to remain

My best

Your heretofore's obedient servant:

A. Glover.

Work  
and  
Catalogue  
dated  
take

to keep  
read  
London  
to be  
be to  
I am

come  
from  
by a  
chief  
in for  
of a  
Duke  
but to  
you.  
To  
which

J.

(164)

and a  
tell you  
I am

27<sup>th</sup>  
may be -  
I should  
arrange  
to come  
to you

could  
and

Servant:

Work would no doubt tax all my patience and devotion for a long time. The present catalogue will at any rate form a good foundation, no matter who will eventually undertake the bigger task.

All those who have visited Persia seem to keep up an interest for the country, and for many reasons I am sure this is the case with your Lordship. I hope therefore that you will not object to lend me your valuable assistance by enabling me to improve the preparatory publication which I am now completing.

You may perhaps have heard that my commercial career in Persia came to an abrupt termination. I have however continued to occupy myself with the country by writing about it, chiefly as regards its connection with Holland in former times. I beg leave to send you a copy of my last contribution: the first voyage of the Dutch to Basra. Unfortunately it is in Dutch, but the old copy it contains may be of interest to you. I am in treaty about an English translation.

To this I add a list of Dutch works on Persia which I published in 1897. Since then, as is usually

A. Holz on Persia 141 Raan Copes.  
N. Niography The Hague, July 19<sup>th</sup>, 1900.

My Lord,

I should have preferred to explain to Your Lordship verbally the reasons why I solicited an interview, as the request I intended to make, is perhaps somewhat bold and it may look even more so in writing.

For many years I have been collecting books on Persia, especially concerning travels, geography, history and art. I have now ready for the press a catalogue of my books with notes on the principal works, which I have not been able to find as yet, and short biographical and bibliographical notes on the authors and their works.

The same as every one who occupies himself with a subject concerning that Country, I have made constant use of your most valuable "Persia", and in fact your list of author-travelers has formed the groundwork on which I have started. I have however not been able to trace

TELEGRAMS, "AQUILAE, LONDON."  
TELEPHONE NOS { 2389 GERRARD.  
2124 MAYFAIR.

Ch Holz on Bibliography  
& Persia (165)

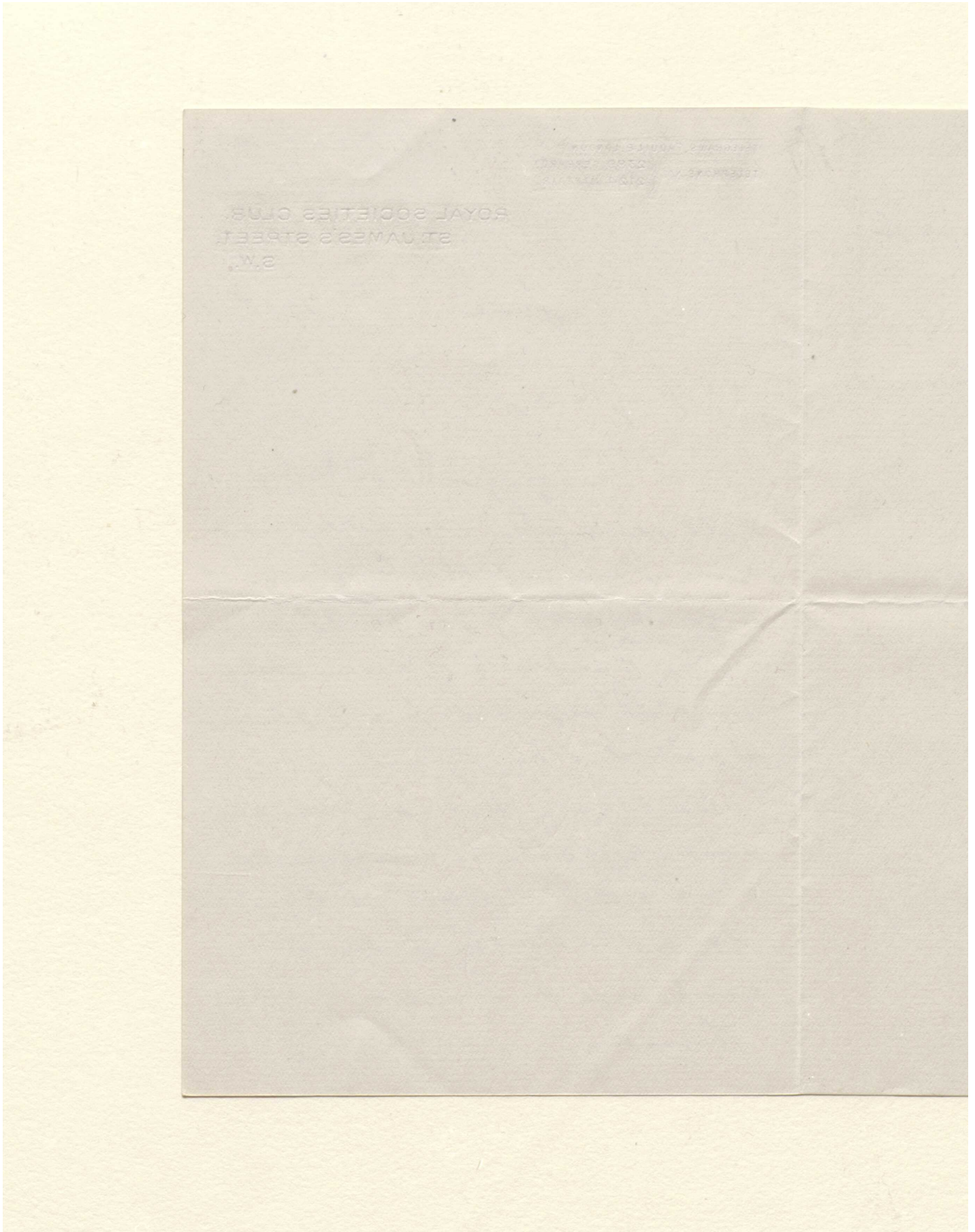
ROYAL SOCIETIES CLUB,  
ST. JAMES'S STREET,  
S.W.

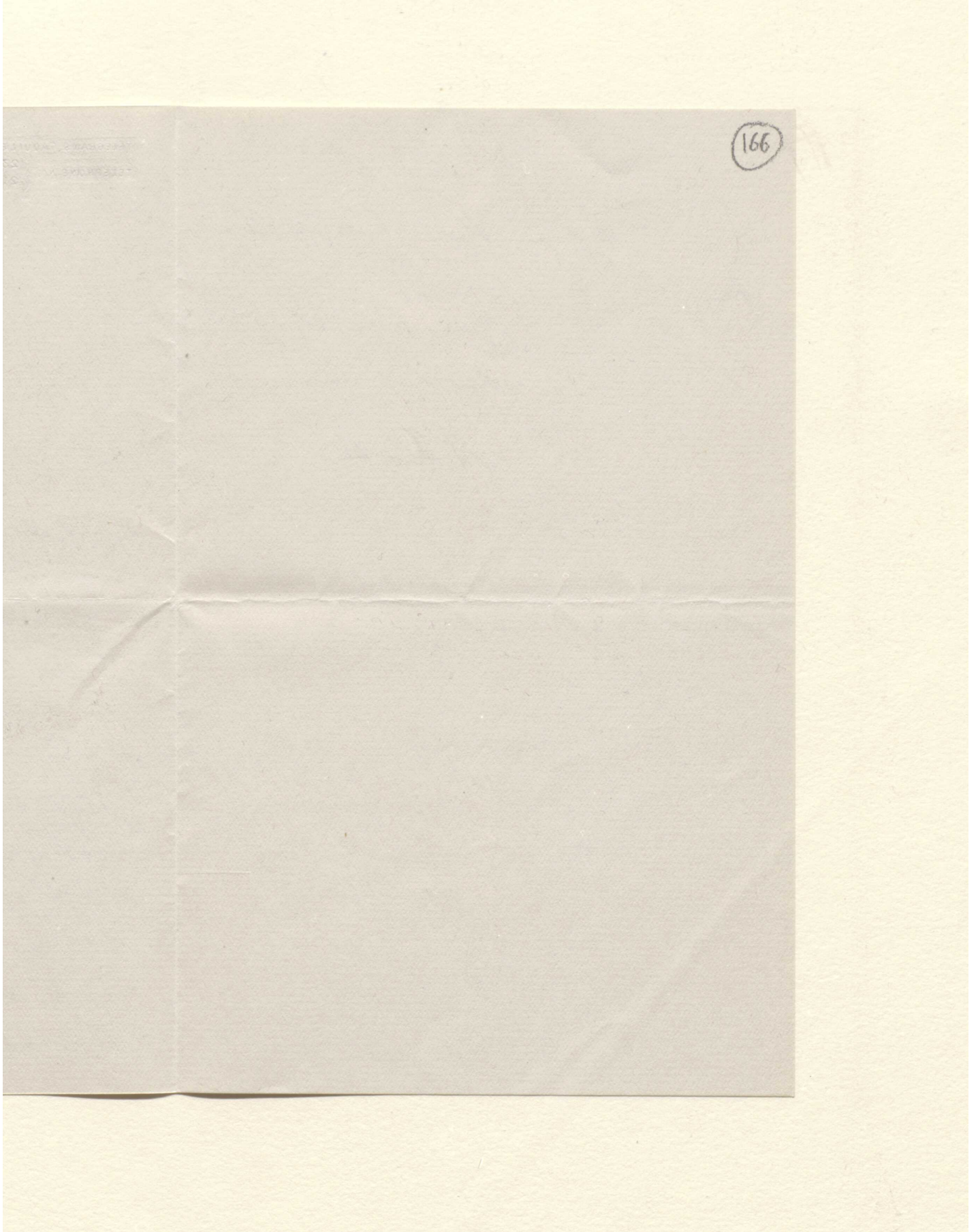
June 22<sup>nd</sup>. 1900.

My Lord,

Perhaps your Lordship  
will remember me in connection  
with Persia. I should esteem it  
a great favor if you would give  
me an opportunity of consulting  
you with reference to a bibliogra-  
phy which I am compiling.

Would you in that case kindly  
inform me when it would be con-  
venient to receive me? I am  
staying in London during this  
week, with the exception of next  
Thursday.





I have the honor to  
be  
Your Lordship's  
obedient servant.  
A. Glotz.

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The Authors' Syndicate.

3-7, SOUTHAMPTON STREET,

STRAND, W.C.

1st August 1912.

Dear Lord Curzon,

I am obliged by the agreement for "PERSIA", which I return herewith.

It would not have been practicable for you to have registered yourself as owner.

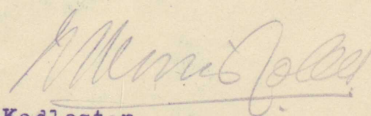
I suggest that a wise course to take, if you care for a cheap edition, is to endeavour to get the agreement cancelled. The book is out of print, and it would be as well for you to get it wholly into your own hands.

A collected edition of your works, either de luxe, or in cheap form, as you prefer, is, I submit, a proposition worthy of your attention. I should at the same time suggest that notice should be given under the agreement for "PROBLEMS OF THE FAR EAST" with Constables'.

"EAST AND WEST"

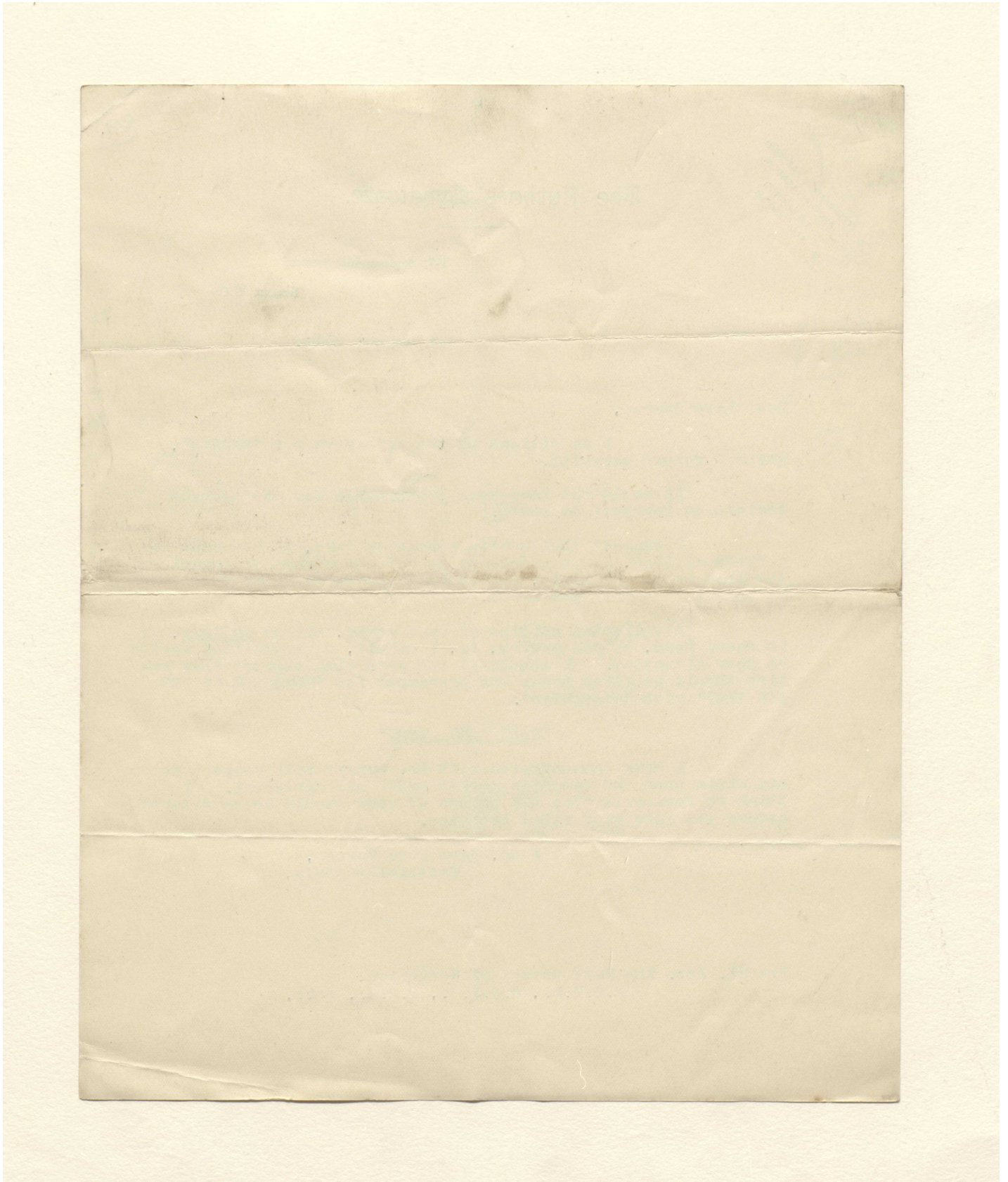
I have communicated with Mr. Murray with respect to him claim upon the Canadian market under his agreement. I think it desirable that all points of view should be considered before you make your final decision.

I am, dear Lord Curzon,  
Faithfully yours,

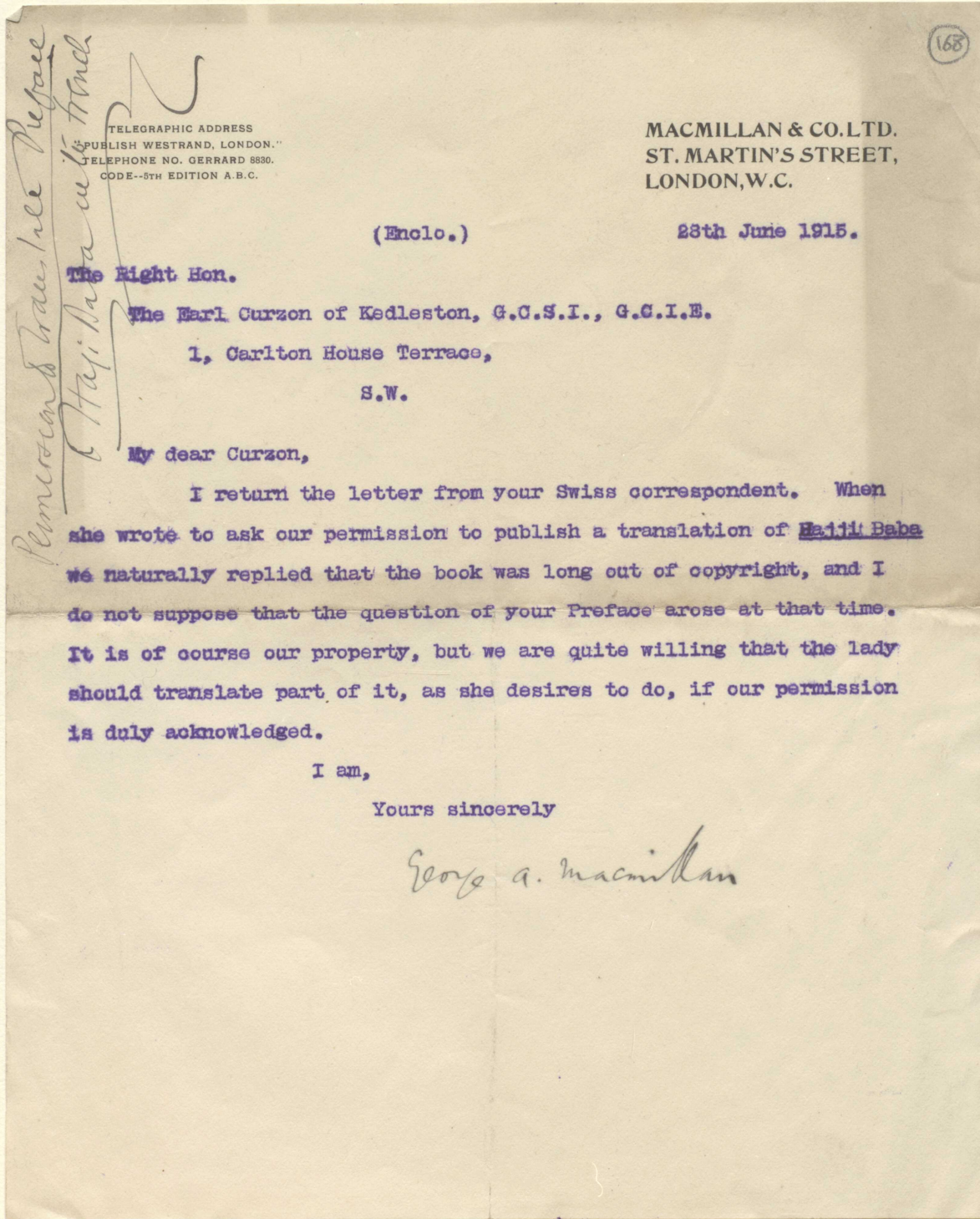


The Rt. Hon. The Earl Curzon of Kedleston,  
G.C.S.I., G.C.I.E., F.R.S., etc.,

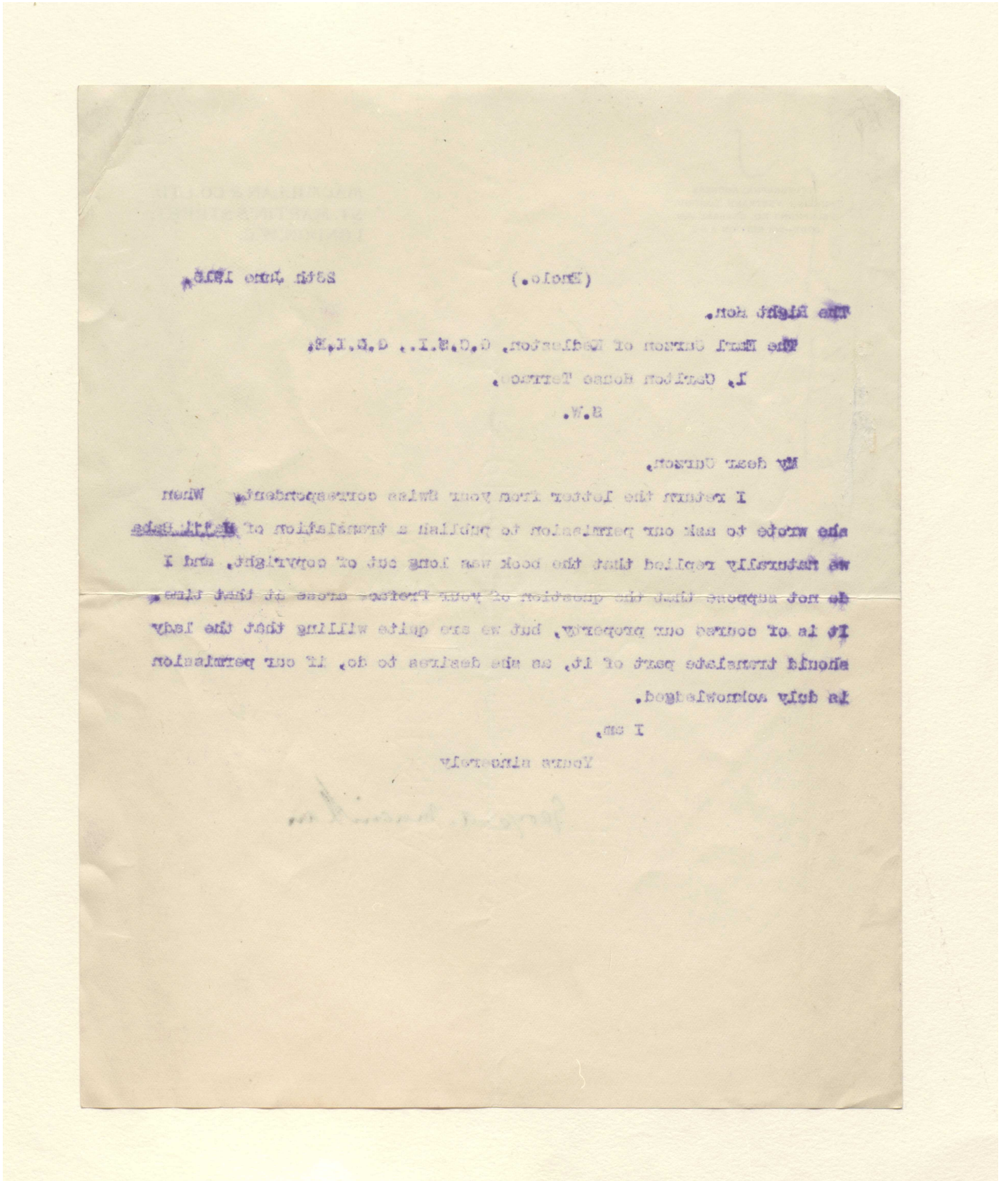
*Copy name of Persia*  
TELEGRAPHIC ADDRESS:  
ANOTHER, LONDON.  
TELEPHONE:  
4344 CENTRAL.



Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[168r] (333/358)



Notes and Letters on the Publication and Sale of Persia and the Persian Question  
[168v] (334/358)



169

Genève, 19 juin 1915  
rue Bergalonne 7.

Monsieur,

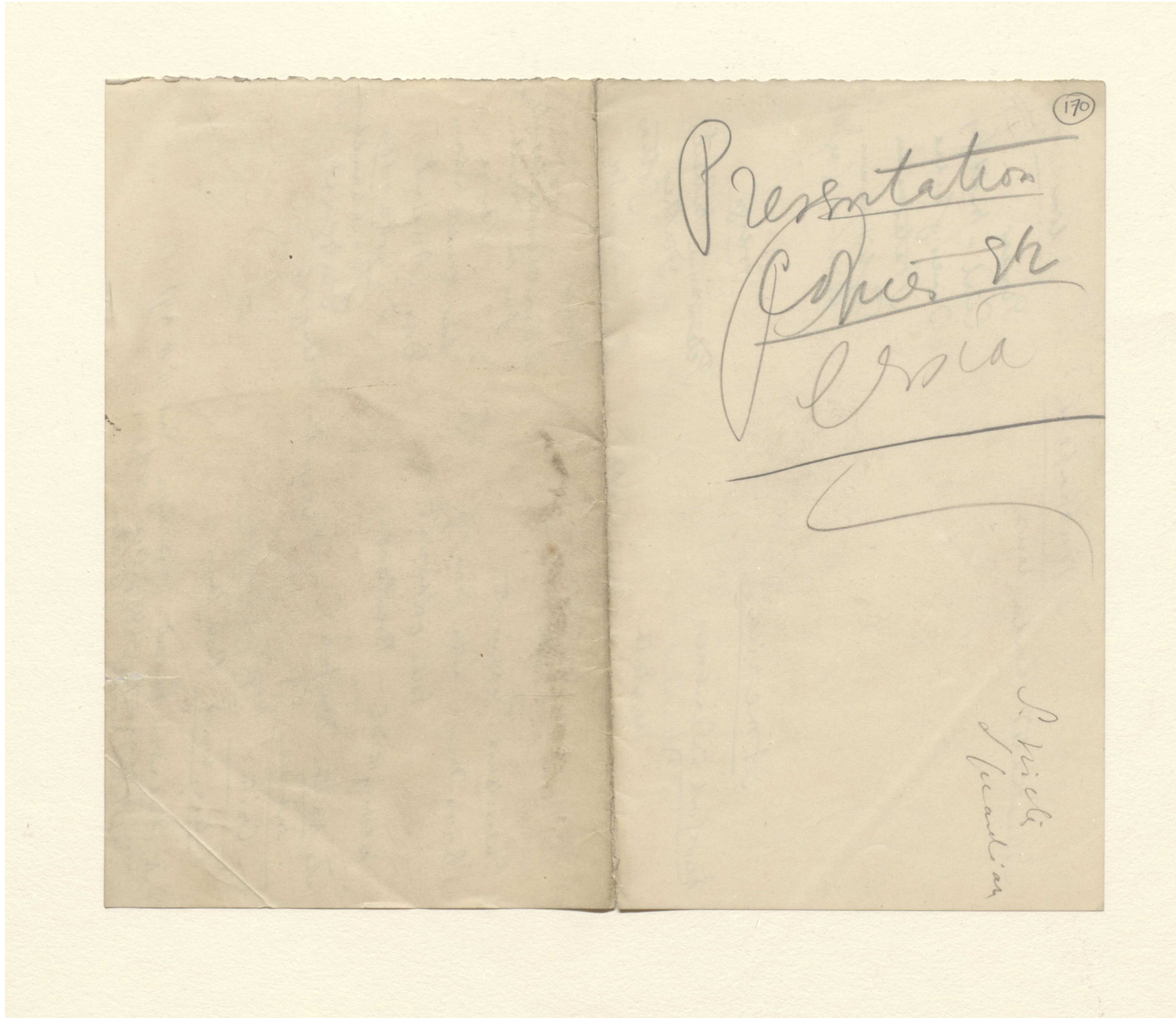
En 1913, alors que j'habitais la Perse, (Chiraz) dont mon mari est originaire, je lus le délicieux livre de Morier - "Hadjji Baba" et, apprenant qu'il n'était pas traduit en français, je résolus immédiatement d'employer les loisirs que me laissaient l'enseignement à le traduire, le destinant sans ma pensée, au journal de Genève, car je suis moi-même Genevoise et je pensais que ce quotidien serait heureux de le publier en feuilleton.

J'écrivis aussitôt aux éditeurs londoniens Mac-Millan pour avoir l'autorisation de traduction et de publication, et ils me répondirent que, l'œuvre étant tombée dans le domaine public, il ne fallait pas d'autorisation spéciale pour la publier. Je supposai alors que cette autorisation implicite s'étendait

aussi à votre si intéressante préface, indispen-  
sable introduction au texte, surtout pour  
les lecteurs de 1915, mais le directeur de la  
Revue qui vient d'accepter ma traduction et  
qui a l'intention d'en publier un long  
extrait, me fait remarquer que je ne suis  
pas en règle avec la loi, la préface étant  
beaucoup plus récente que le texte, et je  
viens, Monsieur, vous prier de donner votre  
autorisation à la publication de votre préface.  
Elle paraîtra dans la Bibliothèque Universelle,  
(le Journal de Genève ayant supprimé tout feuillet  
littéraire depuis le début de la guerre.) La plus ancienne  
revue de l'Europe et la plus importante de  
la Suisse, qui est lue par un public de  
lettrés, et où votre œuvre et celle de moi  
seront, vous le verrez, en bonne compagnie.

Dans l'espoir, Monsieur, d'une réponse  
favorable, je vous prie d'agréer, Monsieur,  
l'assurance de ma respectueuse considération  
Hortense Dostiantz Berchier

rue Bergelsonne 7  
Genève.

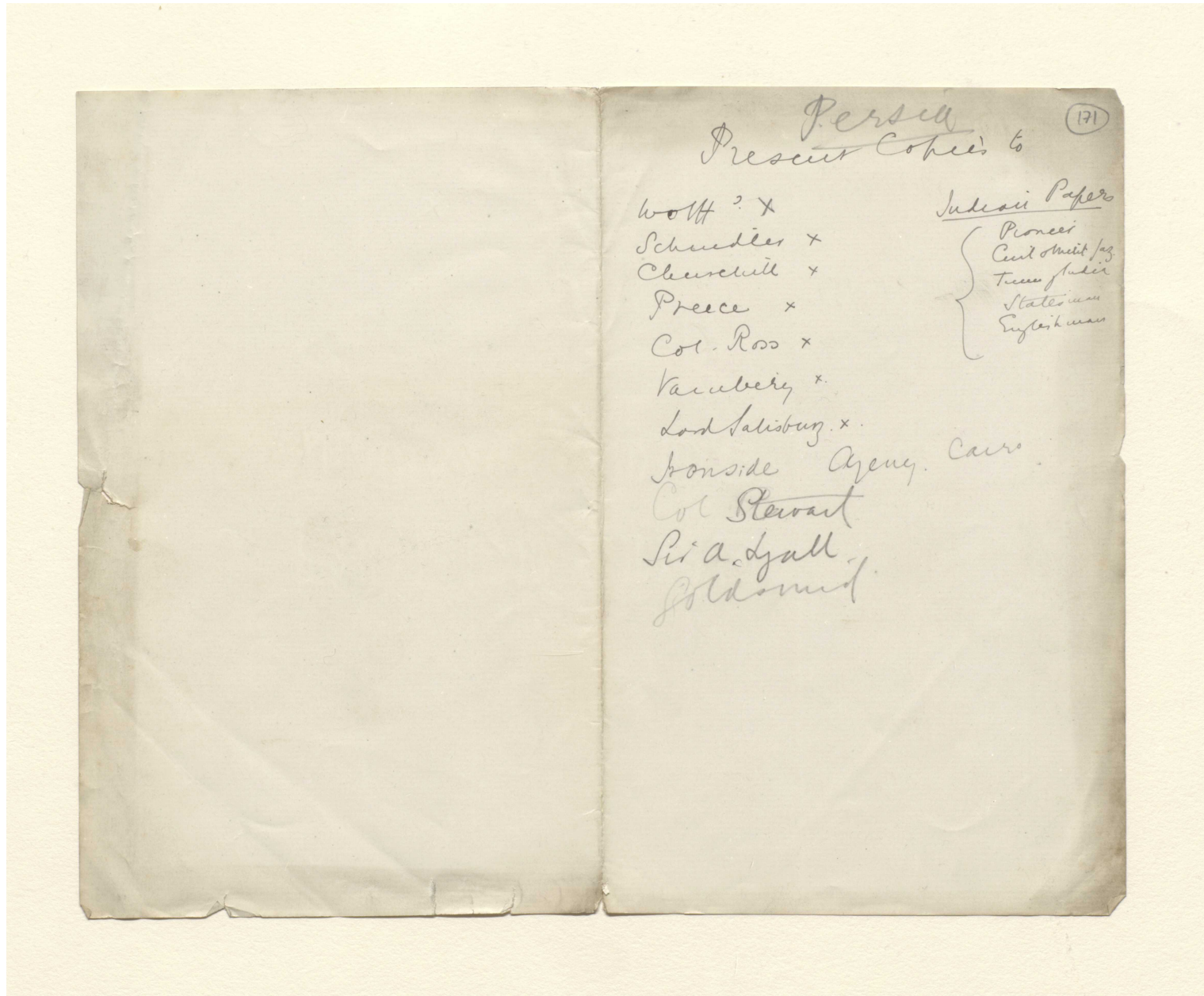


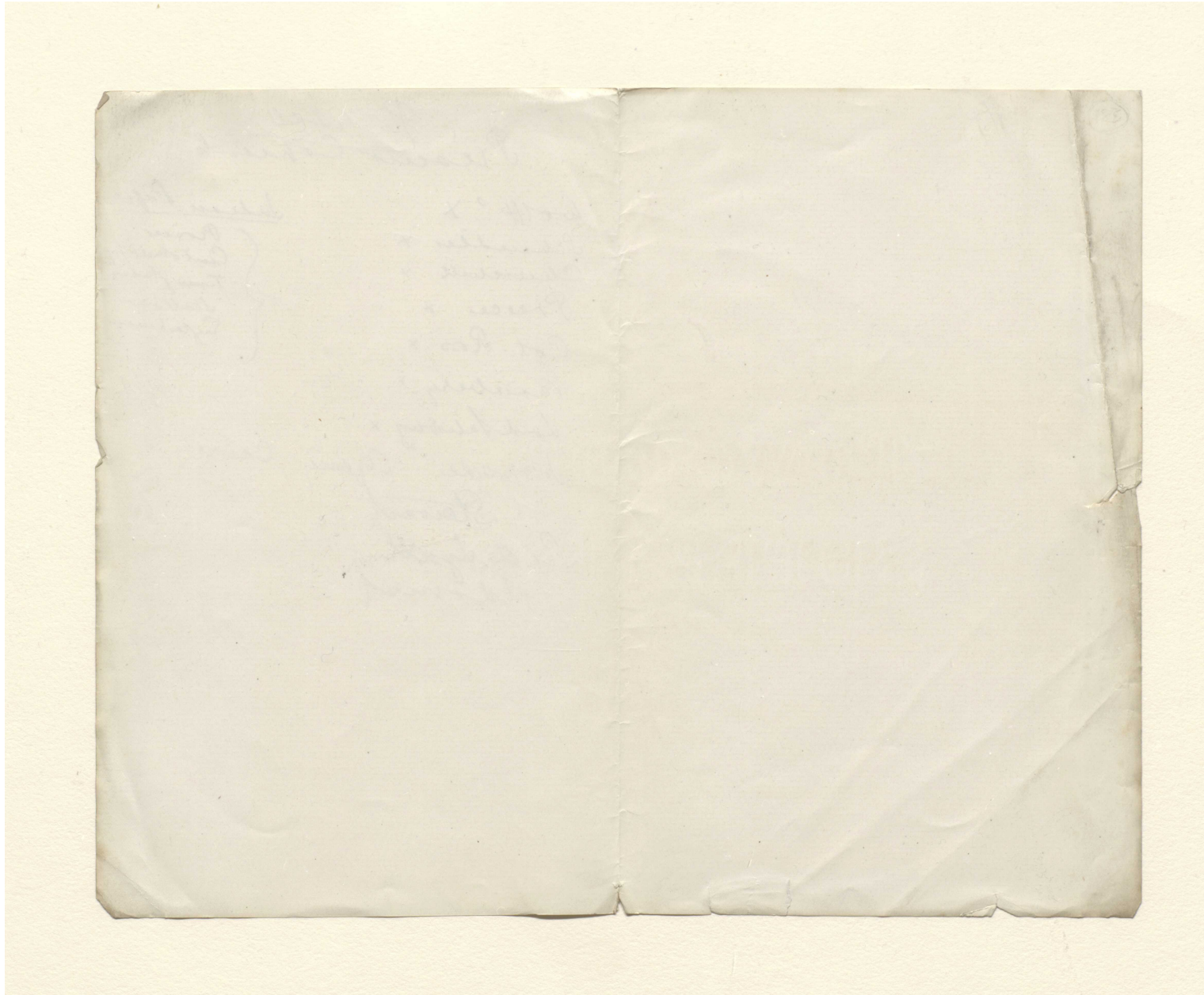
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Philadelphia Chippicott  
Boston Men. Little Brown Co  
" Isles & Lauriat  
Washington D.C. Brentano  
The Nation New York  
" Tribune  
" Critic New York Journal  
Literary world Dobson  
- N. American Review. (Albany, N.Y. Sent 14 St. N.Y.)  
Culter Magazine (W. Fisher, N.Y.)  
Atlantic Monthly (Boston)

Paris  
Ponce  
Cecil & Kirk Log.  
Jules & Tardieu  
Statesman  
Engelmann.  
Barnes Layell

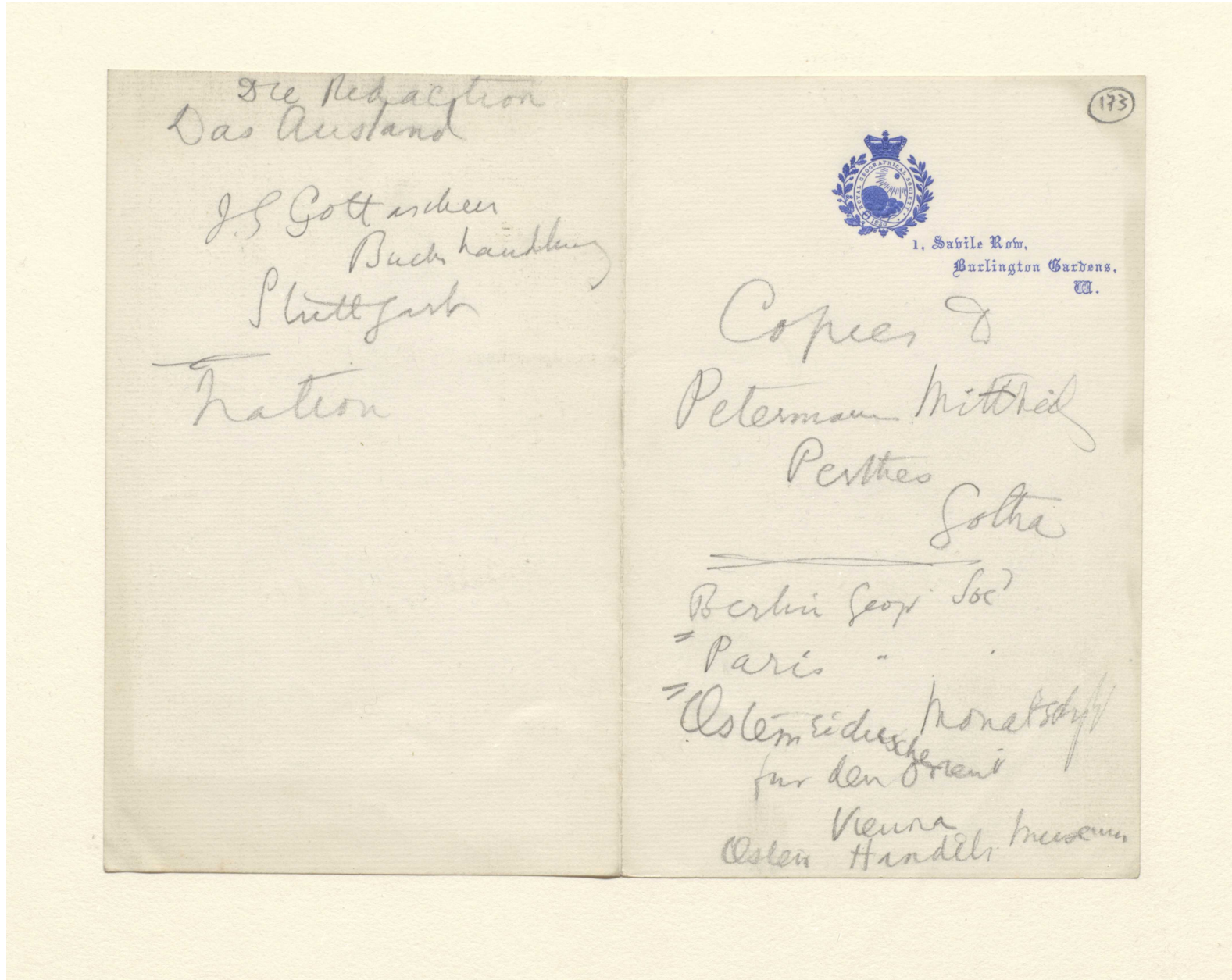
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Göthe  
Society Soc  
Paris " "  
" Österreichische Monats-  
" für den Orient  
" Venice  
" Die Handelsmuseum  
" Das Ausland  
" J. S. Gottschalk  
" Buchhandlung  
" Stuttgart.

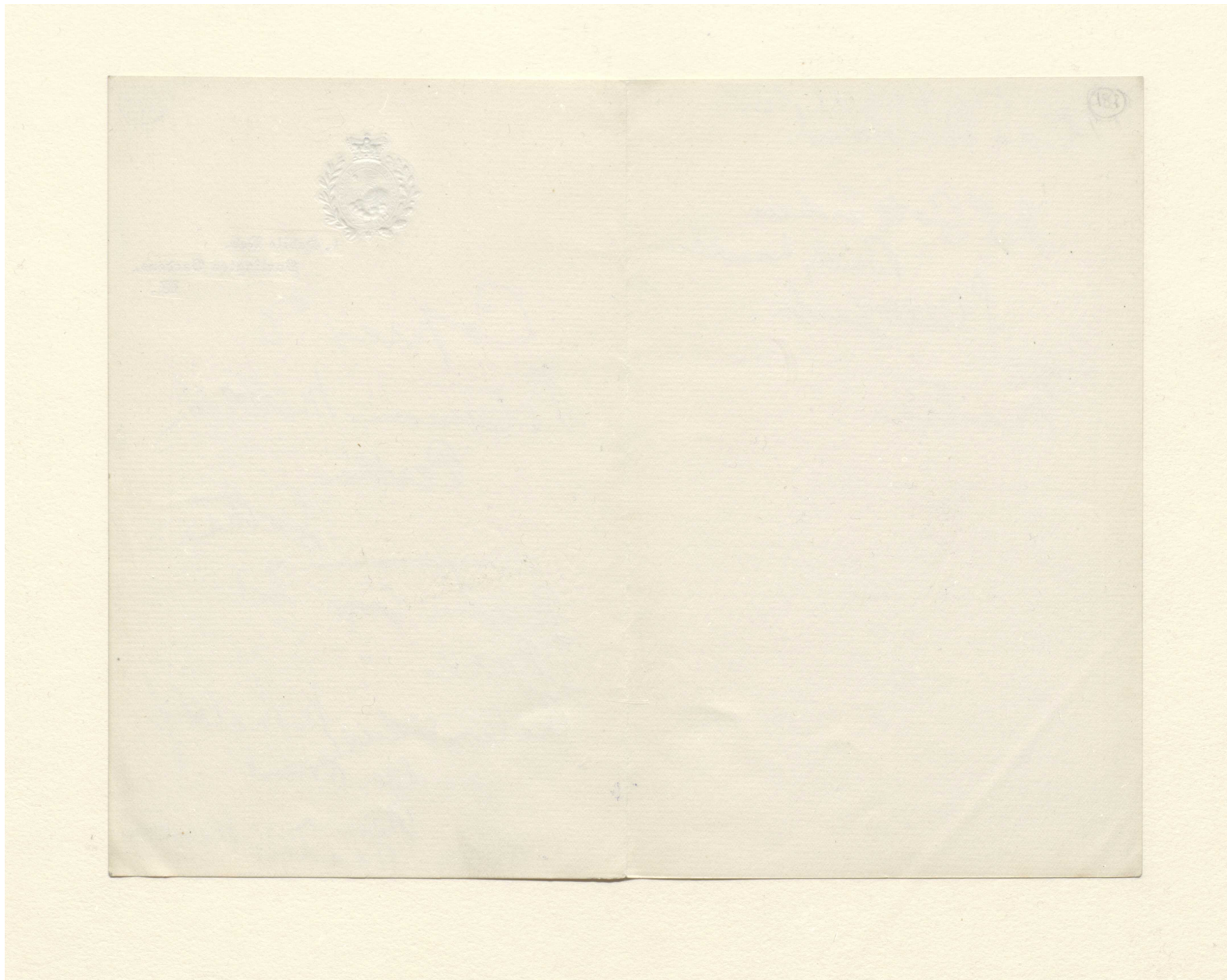












Best publishers are <sup>book stores</sup> (174)

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Brentano -

Union Square. New York.

Putnam -

West 23<sup>d</sup> St. New York.

E. P. Dutton West 23<sup>d</sup> St New York

Lippincott -

Philadelphia Pa.

Little Brown & Co

Boston Mass

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Boston Mass

Brentano. Washington D.C.



(175)

The Atlantic Monthly  
— Boston

L.  
Lippincott's Magazine  
Philadelphia -

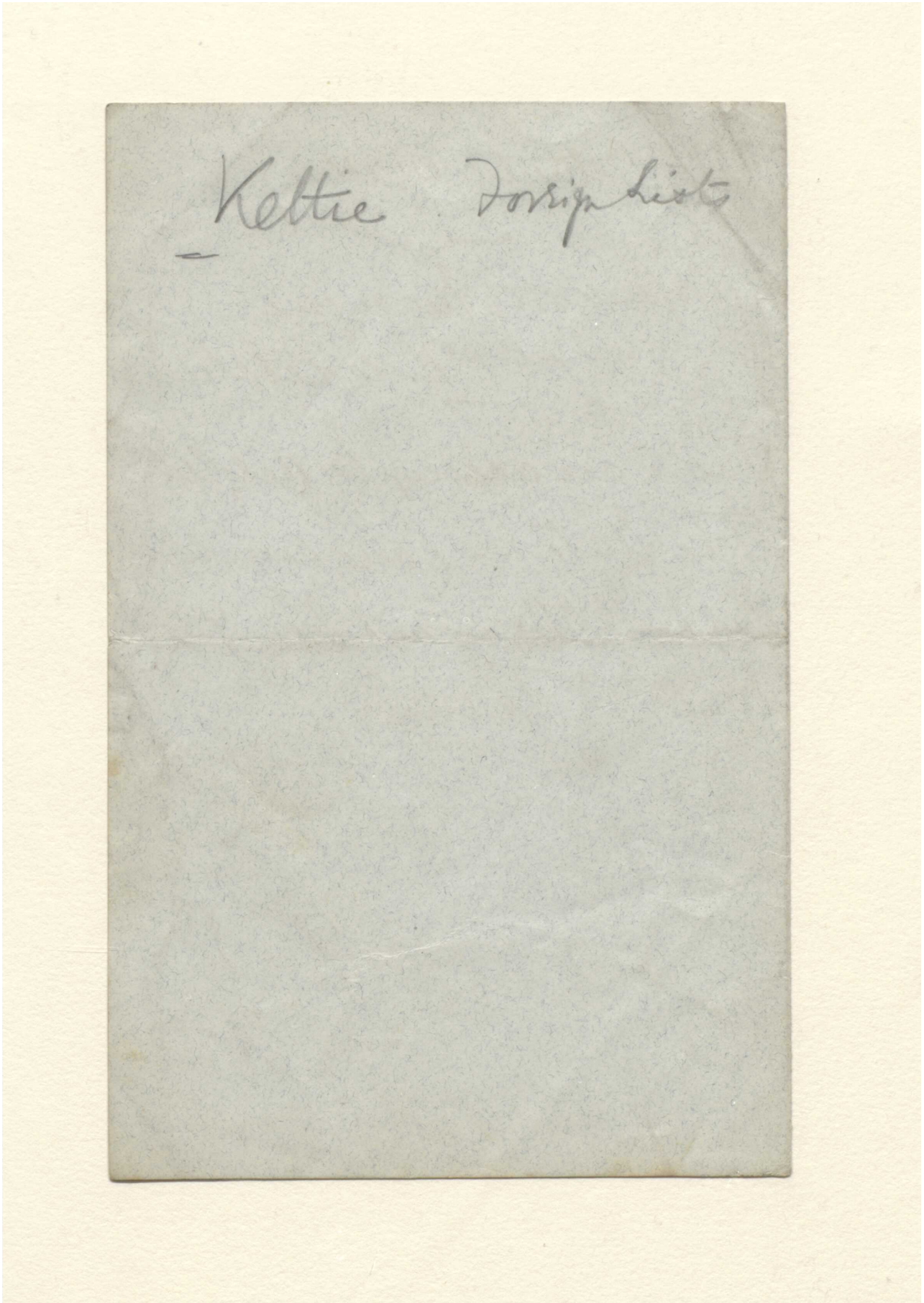
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There are also very widely read -  
The Nation - (very much  
like the Spectator) New York  
and The Tribune New York.

ok.

The Critic New York  
" City World Boston

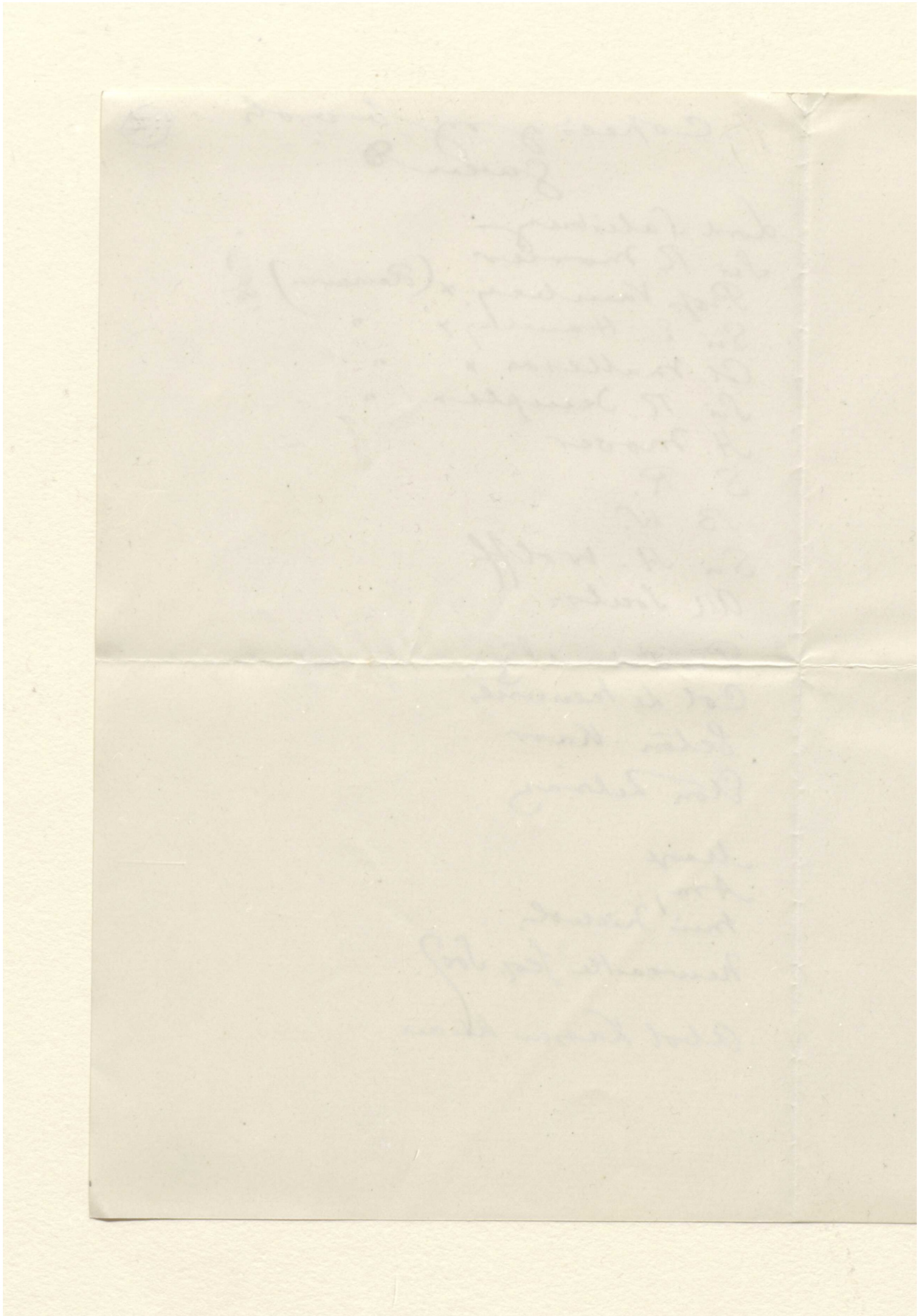
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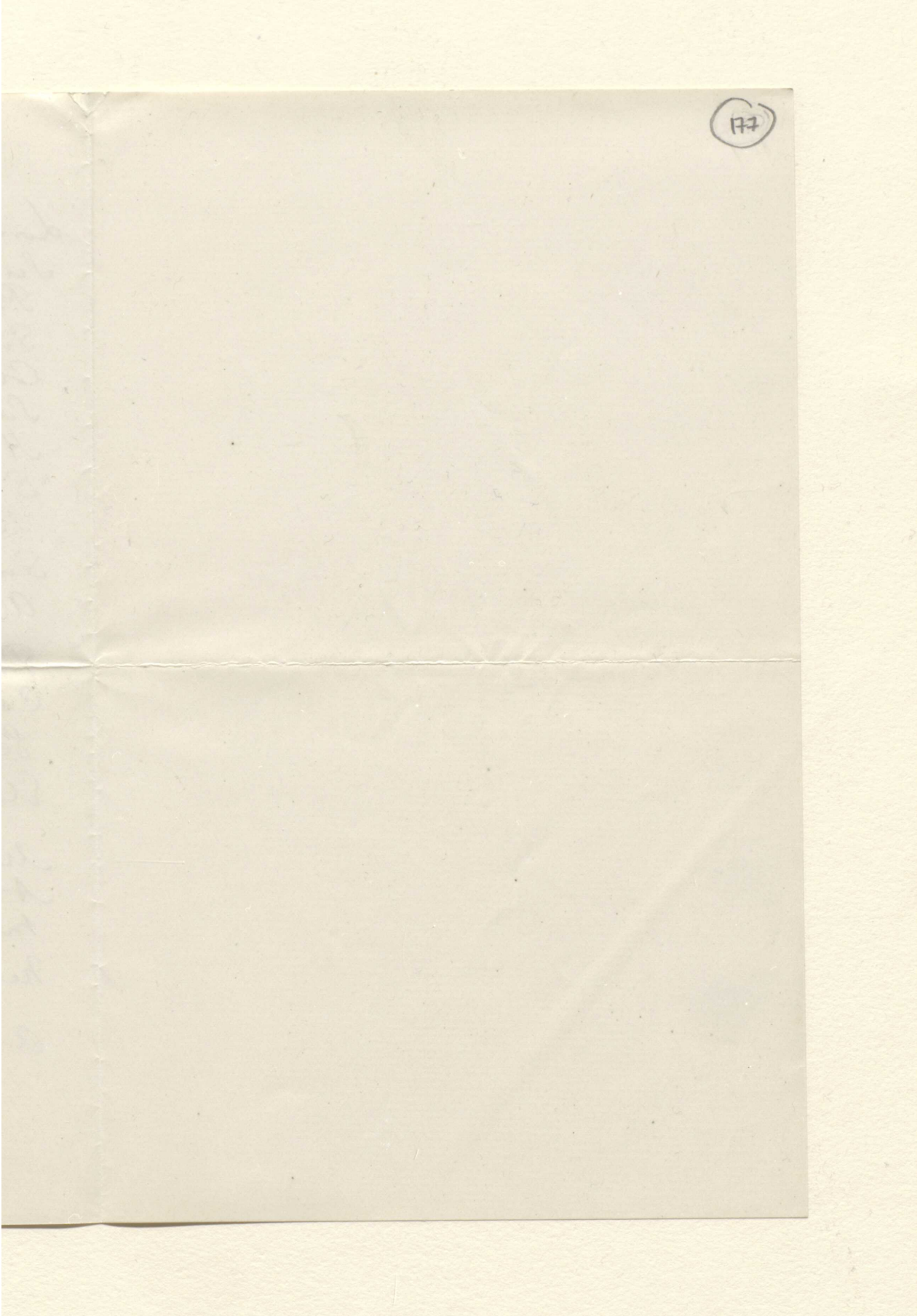


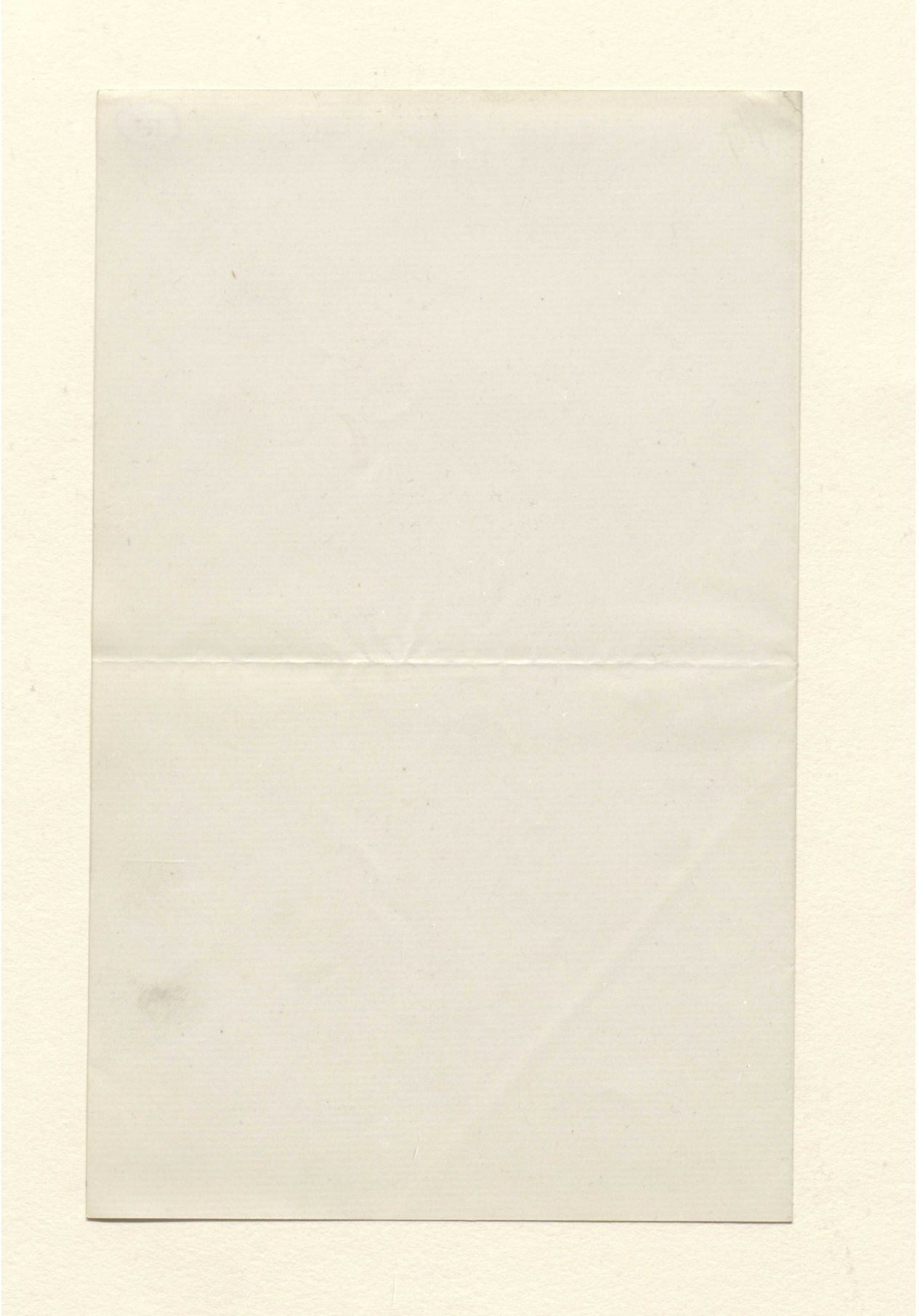
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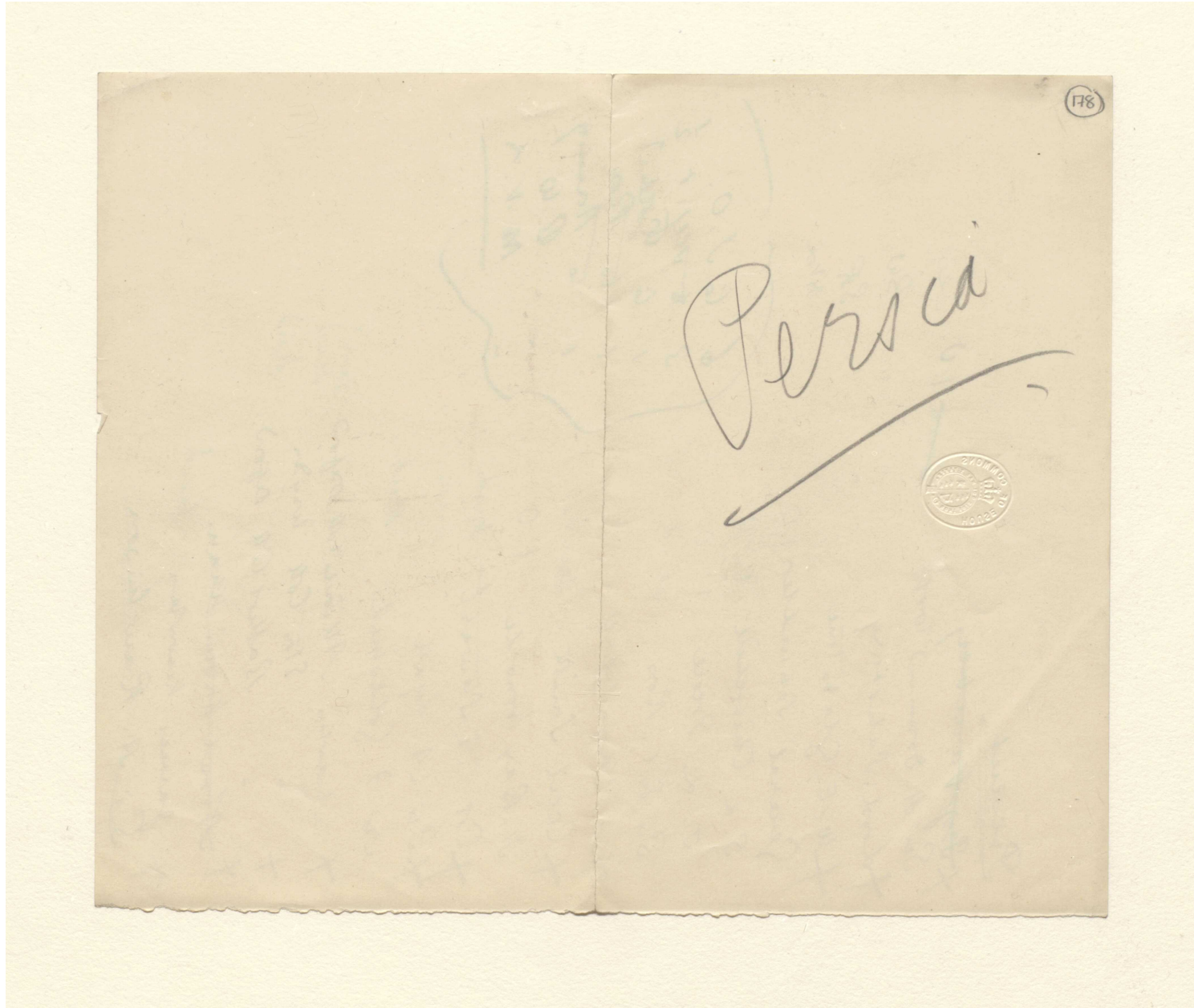
(176)


Lord Salisbury  
Sir R. Morier  
Prof. Vauclay x (Review)  
Sir E. Hamley x "  
Col. Waller x "  
Sir R. Duple x "  
H. Moser.  
S. R.  
B. W.  
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All Souls.  
= Proskowetz  
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Seton Karr  
Ston Delray  
Mare  
Am,  
Miss Niccol.  
Newcastle Geog. Soc  
Abol Kansau Khan





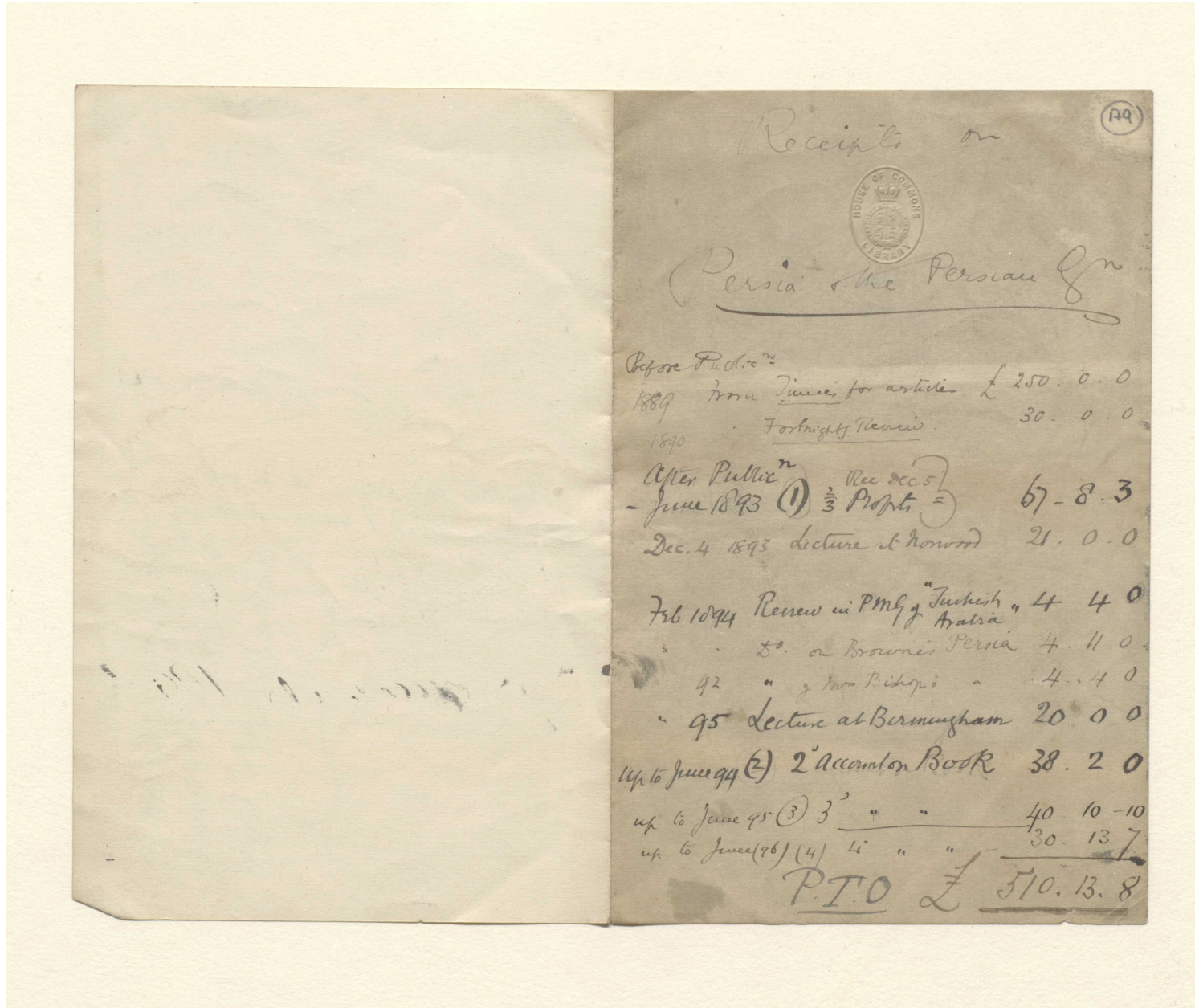






Present  
 X ~~Prof. V. A. ...~~  
 Sir H. Drummond Wolff. 1.0 See  
 Colonel Salisbury " B.W.  
 W. E. Gladstone " S.R.  
 General Schindler 1.0 Mvd  
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 H. Baylonside. 1.0  
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 Sir F. Goldsmid. seed  
 X Librarian Ashmole (old Oxford) seed  
 " Elm Cott. Windsor seed  
 " Balthus (old Oxford) seed  
 X About known Khan seed  
 X James Hunter seed  
 X Sir H. Rawlinson.

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July 9th 1890

Dear Mr Curzon:-

Many thanks for your letter received this morning. On thinking the matter over we feel sure the publication of a new and cheaper edition of your book would be a doubtful venture. In these circumstances we should prefer your acting on your second suggestion <sup>and</sup> and embody the matter you refer to in the new volume.

Will you kindly let me know if I may send you an agreement for the book on "Persia" on the terms I suggested.

Believe me,

Yours very truly

The Hon. G. N. Curzon  
7 St James' Place. S.W.

T. Norton Longman

