

A. J. JOHNSON COMPANY,
PUBLISHERS OF
JOHNSON'S UNIVERSAL CYCLOPEDIA,
NEW, REVISED EDITION.

72 FIFTH AVENUE,

NEW YORK, Sept. 7, 1894.

Prof. O. C. Marsh,
New Haven, Conn.

Dear Sir:

We have just learned that the publishers of a rival Cyclopaedia, are now preparing a circular attacking JOHNSON'S UNIVERSAL CYCLOPAEDIA, in order to injure its sale. Such action is perfectly legitimate, and we have no fear of any fair attack, but we also learn that some of their agents are approaching the editors and contributors of our Cyclopaedia with adroitly framed questions about it, or about the relations of the editors and contributors to the work, in order, if possible, to secure from them in an unguarded moment some statement, criticism, or admission that might be distorted to our disadvantage, and used by them in that circular. We therefore beg that should you be approached in that way, you will be so guarded in your replies that such distortion will not be possible.

The letters these unscrupulous persons send out are usually in the name of some apparently honest inquirer, a country minister, or the like, and are very skilfully contrived to trap the unwary. Should you receive any communication of this kind, it would be a favor if you would send it to us, or a copy of it, that we may be the better able to protect the interests of all concerned.

We are, Dear Sir,

Yours very truly,

A. J. Johnson & Co.