

C4/C329

2 Balmoral Terrace  
St Vincent Place S  
South Melbourne  
12th Oct 1883,

My dear Andrew,

I am happy to say that, as I advised you yesterday by cable, I have cemented the contract with Conway. I had two interviews with Smythe yesterday, in the first of which I submitted the guarantee, and in the second, after some discussion, it was agreed that Conway accepted the guarantee, should lecture on four consecutive nights about first week in November, and that Smythe should accompany and perform agents duties - A form of telegram to this effect was settled between us and

I wired you immediately - at  
the first interview I felt a little  
doubtful about the result -  
You will observe that Smythe  
in his letter to me distinctly  
says he wants a guarantee of  
to go and does not say whether  
this is gross receipts or not.  
This point occurred to me  
before I wired you but Smythe  
had then left Melbourne and  
I did not wish to lose time.  
I was glad therefore that your  
telegram was distinct on this  
point, as I should, in making  
terms with him have had this  
very important question distinctly  
settled & this would have  
probably involved more communication  
with you & delay. On learning  
the terms of your reply, Smythe  
said he meant in his letter

that you should engage him  
& ~~guarantee~~ <sup>pay</sup> him ~~to go~~ <sup>to go</sup> ~~for~~ <sup>deso</sup> for  
the four lectures, and that he  
(Smythe) did not contemplate  
going himself. I pointed out  
that his letter <sup>to me</sup> did not stipulate  
for an engagement on these  
terms and that it was  
perfectly absurd to think that  
you would pledge yourself to the  
uncertain expenditure which this  
involved. I also insisted  
that he must go himself  
& work up the puffing. As  
to the date of lecturing that should  
be such as should come in  
with his plans and engagements.  
I was much relieved to find  
in the afternoon that he had  
come over to all our requirements,  
Company will go to Adelaide on  
the completion of his Victorian  
course & thence via Melbourne

to Tasmania, winding up at  
Sydney whence he leaves for  
home on Decr 4<sup>th</sup> as notified  
in Smythe's letter to me.

The choice of lectures will  
be the next thing to decide  
upon. The prospectus I sent  
you gives the lot - Smythe  
suggests that these three should  
be included.

Woman & Evolution  
Law of arrest & development  
in Religion  
London.

The <sup>latter</sup> lecture he says to a  
deeply interesting one, and  
would form what we might  
term the popular one of the  
series. I would not advise  
you to include "Emerson" - it is  
a poor one - "Carlyle" is better  
but not knocking over by any  
means. "Mother Earth" which I  
heard last night, has some

fine things in it, and is the most characteristic one I have heard next to the Law of Arrest &c - These remarks of mine of course are merely by the way; but I expect you & the others will have no little difficulty in making a selection. I am only positive about the wisdom of including one lecture & that is "The Law of Arrest &c", and perhaps it would be as well to put "London" in also as not being such caviare to the general. Smythe was facetious about the requirement for him to "accompany", & wanted to know whether it was to be on the piano - It might be as well seriously to let his managerial instinct accompany in the way of choosing one lecture. I was much annoyed

that you should have been put to trouble and expense with regard to your reply stating terms. I had expressly guarded against this contingency by having my name and change of address sent to the office in a printed form used on such occasions. It now turns out that in consequence of some informality this notice was returned by the office to the Lady of the house, and I was not apprised of this. Hence the information was not in the office when it was most particularly wanted. It was known by the neighbors where we had gone to, and if the messenger had acted with ordinary gumption no delay need have occurred. I mention

these facts to show that it  
was not my want of foresight  
that caused the bother.

Since I last wrote Conway  
has sat to Gittle & Co and  
I have secured a cabinet  
which I send herewith -  
There is a full face one,  
but I chose this as I  
consider it a perfect likeness  
and one giving a truer idea  
of the man than the other.

Believe me

dear Andrew

Ever affectionately yours

J. G. Norton

P.S. Since writing the above  
which has been delayed in  
consequence of missing the post,

I am in receipt of your letter  
acknowledging receipt of my wire  
intimating Conway's acceptance  
of guarantee. I have also seen  
Smythe and he thinks that  
the Gasmanan Hall would be  
the most suitable place to  
engage, & he will write you  
very soon - He is not in  
a position just now to say  
whether Conway will go to  
Hobart direct or via Launceston.  
He leaves for Adelaide on  
Wednesday next -

By the bye, tell Willie to  
remember me to Kogg & to tell  
him I received his prompt letter  
& hereby withdraw my objections  
on his dealouness -

A.G.W.