Nov 1 84 Washington St. with Mr. C. F. Howland &
1914 Mr. Felton.

6 Lecture before Lothrop Club - Beverly, - Color
in Art and Everyday Life.

9 9-11 at studio
Mr. C. F. Howland, Messrs. Williams & Kimball
To learn about color models, charts, etc. and
questions most often raised.
What is it for? How does it differ from others?
It begins at middle of color, not at extremes.
It is not guesswork (personal) but measured color
(impersonal)
It shows true complements, not errors of old R-Y-B
theory - the eye is master and he pigments are
its servants.
It illustrates balance and unbalance.
It permits exact definition of color, and written
records.

Where is it already in use?
Colleges. Inst. of Technology, 30 odd schools in
Mass. and in France.

(So far as a paper - 1 sheet - which W & X got out
telling why charts were delayed, and that they would
be ready for the market soon.

Three ways to use color

<table>
<thead>
<tr>
<th>Adv/</th>
<th>Dec.</th>
<th>Fict.</th>
<th>Three qualities</th>
</tr>
</thead>
<tbody>
<tr>
<td>startle,</td>
<td>enrich surface illusion</td>
<td>M. Hue, horiz.</td>
<td></td>
</tr>
<tr>
<td>arrest</td>
<td>not conceal it of space &amp; atmosphere</td>
<td>V. Value-vertical</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>C. Chroma-color</td>
<td></td>
</tr>
</tbody>
</table>

Nov 16 At 84 Washington Place St.
Mr. Howland, Messrs. Williams & Kimball
Give latter my printed addresses.
Nov 16  At 84 Washington St.  69.

27 Malden factory - 9:30-12
See Mr. Arthur Howland's geometric demonstration
by similar triangles - but ignoring law of sensa-
tion.
Test 5 middle colors of 1911 and find all have
darkened to 47% or lower - while green has strengthened
to /58, and R, Y and P weakened to 46.
Why should arsenate of copper grow stronger in chroma?
Ask for sample set of 5 vertical charts.

28 Dr. Williams office - to receive back loaned studio
photometer. Föllner's book on Defects of Color Sense-1912
Anomaloscope. Stilling's pseudo-isochromatic plates-1914
He asks details of Abney's procedure in testing re-
jected candidates.

Dec 3,  At N. chamber window - overcast, dry Master.
4 & 5 Retested circle of ten middle hues, checking by pair-
one step distant from a hue, and two steps different.
See diagram.
Arsenate of copper would seem to continue its action
for a considerable time after paint is mixed. Is
some other green base advisable?
Blue and Yellow-Red greatest losers of chroma.
Red stands best of all.
New tested batches should be made every year if
possible and surely every two years: - to avoid
fading and darkening.
(Page 80a contains other results of 3 - 5 yr tests.)

Dec 26

Dec 30 9:30 - 12 Take motor to Malden Factory.

Retest photometer, finding studio gray 52 - reads 45 - because of oblique position.

Mr. Arthur Kolwaid asks why he sees a greenish gray farther from the disc mixture than Otto I show by diagram the 3 factors of the sensation (physical, optical and discriminative) and the uneven tracts for R, C and B in various eyes.

(red melts into green or VB according to individual).

Also different focus for R, C & VB - because of difference in respective media (also Turkinje phenomenon).

See new plate for vertical charts. Rotation machine set back of wall. Prismatic colors on wall from outside objects.

Show Bailey's letter s to articles and advertising in School Arts Mag.

Tel. Miss Patrick to ask if she will write articles as above.

---

**personal variation**

Physical - Optical - Perceptive

---

variable middle point
Jan 8 25 Washington St with Mr. McMurray and Mr. Miller (Ayer & Co) Arrange that 4 color originals and their reproduction shall be in my charge and allow me O. K. & copyright - being billed direct to W.H. & Co. Bennett (Sch. Arts Mag) & Bowker (John Andrew & Son) are telephoned to that effect.

Jan 23 Mr. Bennett at studio 9:30 - 10:45 Opens question of joining a fund of $20,000 to rush the new venture - "something to do. No. 3" Then suggests that he, with Bailey and myself undertake a five years campaign of education to spread the color system broadcast - to cover all fields where it finds practical application such as ink makers, dye makers, printers, etc. and publish books and pamphlets explaining to each industry its value and method of use. I ask if School Arts Mag should act as medium for this? He says "No". Any means of publicity welcome. He thinks W.H. & Co. cannot push it properly, but he could be very valuable as "selling agent" to supplement their lack.

Jan 25 With Mr. Felton and Mr. McMurray - 54 Wash. St. Tell of above proposition from Mr. Bennett - and Mr. Felton says "Ask them to come here with you and we will arrange it for the good of all. We want everybody to push it, to advertise it." McMurray says the charts have been ordered by the Rockefeller Foundation, the Carnegie Institute, Heintz of Chicago, Dartmouth College and others.

Feb 4 Conference at 54 Wash. St 4-5 p.m. Messrs. Newland, Bailey & Bennett of Sch. Arts Mag. and self. Bennett opens plan to act as "selling agent" for the Munsell System. Expense will be met by increase in sales. Bailey presents his September editorial saying I "may not agree with all of it" - but wants me to consider it. I suggest a sliding scale to protect the three interests, author, publisher and selling agent.

Feb 6 9 a.m. Bailey's desk at 120 Boylston St. Present my first article "Munsell Color System: What is stands for." R. L. absolutely rejects the illustration and says it "won't do". I tell him that Mr. Newland has placed the matter in my hands and than an article over my initials is
fair answer to his September editorial. It is for me to state what the system "stands for". Bennett sees a deadlock and suggests that Bailey, with the help of his assistant Davis, write me his suggestions as to changes - which I accept.

Pass Mr. Arthur Howland chromas of charts 20 & 80.

Feb 9 Bennett brings suggested article (as above) but I have to say it does not tell what system stands for.

10 Mr. Howland writes reminding the above of their agreement.

18 I make slight changes in my original and ask that it be put ahead at once so as not to miss the Apr. May

18 Lunch with Mr. A. S. Allen at Copley Plaza - and he questions chroma measures.

20 Studio 10:30 - 12.
Mr. Allen brings Mr. Carruth - chief chemist at Writing Paper Company of Holyoke, Mass. - who asks under what conditions his company can make use of my measured system of colors. Also orders a photometer.

"Can I make and market such colors" (in papers)? Can I say I will refer this to patent attorney and have photometer for him in 3 weeks.

Mr. C. uses a "Nitrogen lamp - of 500 c.p.

Bailey wants circuit of hues reversed - but I say it should agree with the charts and book.

Feb 23 With Mr. Bennett and Mr. Kimber (?) - office of Sch. Arts Mag. Bailey has telegraphed acceptance and my article will be rushed at once. Kimber and Finlay to give figures on edition of 12, 15000 sheets color print 1 & 2.

Mar 6 9 a.m. Call at office of Sch. Arts Mag. and chat over the accepted Miss. for the April number. Find Bailey has been furnished with vertical charts (incomplete) which bear no title and no patent marks. (Still unstarred Apr. 17)

11:15 - 12:15 at Studio. Miss Patrick hears 2 Miss. A plans to write the 3d article.
Mar 7  Tel Mr. Arthur Howland that the V. charts furnished Bailey had no patent marks - that the oil paint Y is too stiff and the green seems to change. (A new permanent green desirable). He questions the chroma of BG Sl.2/32 as against R 32/32.

Mar 12  Mr. Perkin's office with W.H. Carruth (see Feb 12) 12-1:15. Discuss Mr. C's use of my system and notation
3 ways 1. personal experimentation in his laboratory to standardize analyzer papers ($50.)
2. Advertising use of the method for helping customers
3. Making charts for use of customers - royalty I deliver photometer to Mr. C.

Mar 21  Call with ---- on Mrs. Fannibelle Curtis at 237a Brooklyn Ave., Brooklyn, N.Y. and discuss color for the kindergartens (She is director of 900 kindergartens and her word is law.)
1. How shall we change from 6 colors to 5? really 6 to 10
2. Have we lost the spectrum? lost orange?
3. Can this fit into work of higher grades?
   Must have 15 colored papers and five yarn balls (middle colors)

(page 97a. has figures on plates for Sch. Arts Mag.)

Mar 27  At Walden Factory 10:30 - 12 with Otto and Arthur Howland.
1. I speak of doubt in some minds which knew of his experiments (H's) whether the error in my work, and if he has improved on my work methods. (Publishers should not damage the system or violate their contact).
2. Years Gday in publishing charts made due to difficulties raised by H. than by my absence or sickness.
3. Need of colored paper for the N.Y. kindergartens. I have to make up by personal work for loss of Mr. Putnam.

Apr 12  8-10 Walden factory
Test 50s in that light to compare with studio readings - Take away this set and retest at studio with following results:

<table>
<thead>
<tr>
<th>RP</th>
<th>P</th>
<th>PB</th>
<th>B</th>
<th>BG</th>
<th>G</th>
<th>CX</th>
<th>Y</th>
<th>YR</th>
<th>R</th>
</tr>
</thead>
<tbody>
<tr>
<td>20.2</td>
<td>21.06</td>
<td>25.1</td>
<td>33.4</td>
<td>33.4</td>
<td>47.4</td>
<td>34.8</td>
<td>60</td>
<td>72</td>
<td>45</td>
</tr>
</tbody>
</table>

Find chroma scales of BG good except YR Y G - all of which weak - G is streaked
Factory illumination not good for color tests!

Apr 12 Do not advise 1st chromas of intermediates on Hue charts.

Apr 17 Find Bailey is furnished discs (without my knowledge) by Arthur H.

Apr 17 Louis Monte at studio 3-5 p.m. Advises use of tempora colors with middle hues. Asks how Hopkins stands as regards Bailey; also Sneedon. I give him figure sketch - Speaks of Koester's "Civil Improvements".

Apr 20 Test new YR 81/54 and retest chromas of Y 80/ Last step 80/8-9 will always seem greatest when correct, but this increases that shock by 25.

Color areas are to each other, inversely as the square product of their V and C.

Apr 9 Talk with R. - - - perception of gray color by young children - See Page's report of his child. Children recognize defective fruit and sour milk by color differences.

(See e, d, e, f. Plotting of tested colors - 20 - 50 and 20 scales - Dahl's sketch of tempora box talked over with Louis Monte - "R. Alexander of Favor, Rahm".

Apr 2 I write Mr. Dowland that advance sheets of the 101 vertical charts of the Atlas were furnished without my knowledge to Mr. Bailey for his lecture trip South, and with no title or other indication that they were my patented property. (Jan-Feb 19) and although it was promised they should be recalled and properly stamped. I now find nothing has yet been done to correct the oversight - Apr 50.

Apr 24 Tel Mr. H. Dowland that I must replace Mr. Putnam in getting our system on the J.Y. List.

Prepared text for charts 80 and 80.

Apr 25 At 200 Hicks St - Brooklyn - with Miss Curtis and "Harte (?). - Miss C. will leave out orange and use my five middle colors in the Kindergarten. We talk over papers, cards, water colors, etc.
Apr 26  Called on Favor, Ruhl - 73 Barclay St
Mr. Chris  73 Fifth Ave - W.H. & Co.
"   "  101 Park Ave - W.H. & Co.

27  12-12:45 At 84 Washington St. with both Howlands
Bailey, Bennett & Davis. They present advertising
scheme for $2500. per an.

29  Mr. Howland rejects Bennett's statement in letter
    to me that W.H. & Co. would be glad to carry out
    his plan but for my opposition.

May 1  Tel. from Miss Curtis - samples not received from
      W.H. & Co. Mr. N. at his home promises to send
      them Monday morning (Sy)

3  Malden Factory  9:30 - 10:30
    Deliver text for charts 20 and 80 - read test for
    vertical R & GC
    Leave sample of Y--'s "permanent green" for
    analysis by Mr. Young, chemist, and discuss Emerald
    Green.

May 10  Mr. H. P. Carruth  9:30-10:30

    Has found the photometer sensitive and very
    useful - results as fine as 1/2 and under. Wants
    the 80 chart - tells how slow the selling end of
    W.H. Co. seems to him.

    I raise problem of colored papers for kindergartens.
    Just make a "ton lot" - i.e. 100,000 sheets 12x18
    in a smaller factory as contemplated would make
    1/4 of this, i.e. 25,000 - the latter devoted to
    color work and using the Yunsell system.

    He discusses the hue circuit and its scale: 360°
    instead of initial of 5 hues - or a + and - of
    R = 42R 5/3 or -24 5/3

    Speaks of the permanence of Indian Voree(?)
    (Badische Co.) and its even preserving a printed
    purple shirt from sulf. acid.

    I show him the vertical charts and method of color
    balance as product of symbol invented.

May 23  Mr. O. J. Coney at H.A.S.  10 - 10:30

    He will furnish boxes, such as my 16 crayon (#6) -
    2
    7

and crayons in bulk at .50 per gross all f.o.b. at
                                 Studio.

    Has furnished W.H. schools with 4,000 boxes (10c)
    through Parker P. Simonds.

    I then show him that this is an infringement and our
    patent protection permits me to receive claims on
    all that they have sold. He will take this matter
    up with his uncle W.H. Coney of the Standard Crayon
and write me. June 1st answered this letter.

June 3
At Malden - 2:30 - 3:30
Discussed oil colors (green too dark), printed
papers, and Atlas of 15 charts at $14.
Shall V charts be numbered 1.2.3. etc?
" symbols be left off the colors?
" soiled charts be replaced at discount of 20-25%?

May 25
At Mr. Perkins office - 161 Devonshire St.
"Crayel" (lo special) crayons" - Initiate my No. 2 103a.
box by W.H. & Co.
Undoubtedly intended to replace my crayons,
constituting a contributing infringement, and an
unfair competition with the product and property
accumulated under my patents.
This constitutes a "tort---" or wrong toward my
protected rights if it makes possible the means for
producing my charts, which present a combination of
colors, - a system of measured relations which is
simply protected by patents and copyrights.

Mr. Coney is ready to manufacture these crayons in
quantity and so advertises publicly. This has led
me to take legal advice on the question of bringing
suit. I can do this or can consider conditions
under which it might be to our mutual advantage if
he were conceded the right to manufacture under a
royalty.

June 9
Miss Patrick at studio with Ms. and Illustrations.108.

12. Ran down to Cohasset and brought James Hall and
wife to Boston. He agrees that Bailey has some of
Bryan's traits.

17. Sailed for Fishers' Island, N.Y. Ahmed II

26. Hector ships photometer to E.L. LaBesume -
Wilmington, Del. Latter told by W.H. & Co. there
was no such instrument on the market!

Aug 7
J.F. Hopkins at N.S. (life class in Nov. until then
absent)
Mr. Boudreau lunches and shows his Ms. Puritan 12-2:30

19. Mr. Allen and Mr. Ray Greenleaf come to discuss colors-
Take them over on Ahmed II and by car over the island

29. Leave Fishers' Island for Boston on Ahmed II (Motor &
Tour).

Sept 3
Malden factory - 9:30 - 11
Discuss form of atlas - paper for charts
" portfolio " " introduction

10"
Sept 4 Miss Patrick brings Mass and illustrations for her article - sees plans of completed Atlas.

7 9:30-10 At Mr. Howland's desk - 141 Federal St. Approves Miss Patrick's article and wishes her to send bill for $10.
Wants Coney's figure on #2 box (10) then 539-page 43 of N.Y. list as they have not answered #2 in his letter.
Talk over co-operation with Milton Bradley (machine cut papers) Prang (colors and models)
Standard Crayon Co. (50 7s)
Also complete Atlas - with new circular to all colleges and libraries.

Sept 2 Harold Brown (John Herron Art Inst. of Indianapolis) 1072 asks if he may use the balanced circle of ten hues - quoting Bailey's use of it in the School Arts Mag. June, 1914.
I say certainly with acknowledgement in the text or a footnote "from "A Color Notation by A.H. Munsell"

Sept 3 Mr. H. passes me a set of outline Color Books 107 based on my system by Miss Been of the --- High School, Chicago, which I showed to Mr. Kennedy and the next morning to Mr. Burdett and Mr. Praprie.

10 Ratings in Dunn - Silver Burdett 500,750,000 high
Hilton Bradley 300-500,000 "
Prang 75-125,000 "
Atkinson, Metzer "

15 James Hall at No. Scituate 3-5 p.m.
Saw his sketches and discussed a set of color books. He distinguishes between "static" and "dynamic" color.

22 At Malden factory 2:30 - 4.
Discussed dummy of Color Atlas (Robt Barber-Pearl St) Change charts 1, A To H (hue) V (Value) to correspond with C (Chroma) - Series vertical R V C R Y C B P O horizontal 20 30 40 50 60 70 80 7 showed plan of first page and cuts
Circular to all libraries and colleges - Also personal agent - Otto passes me wax dishes R Y C B P

27 Silver Burdett 11 - 1:15
Met Mrs. Stevenson and directors
He thinks Grover would use a color book - but when Mr. Wilkinson grasps the meaning of the system of charts, wants more time to consider.

Is against a set of drawing books at present. Thinks he could get out my "Color Notation" for 25 cents and the Atlas for 45. Wants books that the children will buy rather than a teacher's handbook.

Mr. Brown thinks this is the coming attitude toward color and speaks of our measuring instruments. Would like to know Miss Curtis' opinion?

Scott's use of Chicago wall materials (luck's idea) Mr. S. is not in favor of them.

Query - Are books on a "down wave" - will the wave rise again soon?

**Bradley Standards** 107a.

| 32/  | Red     | 5R 3/10 | Darkest crimson |
| 65/  | Orange  | 6YR 6/11 | Very red and overstrong |
| 62/  | Yellow  | 6YR 6/9 | |
| 70/  | Green   | 60 5/8 | Yellowish |
| 36/  | Blue    | 5PB 4/10 | Purple-blue |
| 10/  | Violet  | 4P 7/7 | Nearly c |

Unbalanced, false complements, irregular intervals, excess of heat - Personal decisions, innocent of reason.

Miss Patrick's problem of a red sneak
Sept 29 Malden factory - 11-12
Saw dummies for atlas and made changes in charts
Chart A - changed to V - B changed to C - Index chart is H.

Stronger colors of PB on 50 and 70 levels to be added by hand.
Printing room to crowd to print the introductory page.

Geo. M. Ellis Co. 4-5
Mr. Parsons goes over the points of the introductory page - to be also used in a circular,
10 point close - cuts $2 - reduced $2
500 copies on Pond paper - $10 - 1000 copies $23.

Dr. Henderson lunches with me at the Puritan and sees Atlas.

Oct 1 Geo. M. Ellis - 500 color Atlas page - Defordum Linen Ledger, 72 pounds 20x24 - corp. stereo and 2 plates

7 141 Federal St. Showed Mr. M. plan for circular
10,000 $42.50
25,000 $90.
To be sent to all textile firms - mills - public libraries - colleges - printing firms - type founders - dye stuff mfrs - museums.

11 New York
Miss Curtis at Minnie's apartment - 200 Hicks St
Show them Miss Peam's sketch book of color
Miss C. thinks she can make a book with me for the beginners to fit play and occupations of the kindergarten - up to 6 years old.

On hand Oct 1, 1915 - for 4th edition of Color Notation
Folding chart 70-50-30 single sheet 1950
Plate II children's studies - crayon 1915
" III " " water colors 1915
" I sphere - color field & chart A 500
Frontispiece - pastel - sketch of color sphere 75
Out of tree and sphere 175

For review
Important round tables
Inland Printer
American Printer
Color Book for Little Children -  
bells gifts  
papers occupations  
crayons paper folding after 5 years  
water colors weaving  

Miss G. was given the book by Susan Blow, -  
saw it aims at Truth and Beauty  

Oct 12 Milton Bradley - 73 Fifth Ave. Tel Stuy 1858  
Mr. Krist and Miss Curtis talk over the making  
of colors balls to be dipped in my colors - and  
the cutting to advantage of my color papers (2x10 or  
20x24) $4 per ream of 400 sheets - .04 per sheet  
(.02 from Steiker, but bad)  
Y B have dropped "broken colors" but still have 150  
"shades" - variation in bases and coatings unavoidable.  

at 13 3 P.M. - Mr. Osburn, (Woolworth Bldg) shows me his  
companion microscope and manuscript problem - also  
whole scale of lines  

Oct 11 At Brooklyn Hospital - DeKalb Ave. & Raymond St  
Dr. Nathan Beers shows his 2 color photography  
2 methods - additive and subtractive  
Kinds of color - of grass green and orange red -  
purples wanting  
Describes并 describes defects  
Shows his holder, plates, vegetable solutions,  
(standardized) etc. Uses Lambda-Nitrogen lamp  
and dark greenish ground.  

Oct 15 Jersey City Printing Co. - 3 wet (simultaneous)  
printings -  
Cleland, Greenleaf and Allen lunch with me at  
Salmagundi Club - then call on Miss Helen Dryden  
(Russell) - Washington Sq. She first sees  
silhouette, then dreams the colors.  

Oct 16 Mr. Edwin Grover (Prang) at Nat. Arts Club.  
Brings his new (color) Prang Portfolio - Chart 9  
seems an effort to verge on infringement. (Has  
heard that some one from Prang, Ruil said I was  
a millionaire and would sue the Prang Co.  
I show him the false compliments, lack of scale and  
parsonal character of Koch's illustrations for the  
new books by Freihlich & Snow.  

Cheap cardboard useless for charts - Should be Ugly Linx.  
Oct 20 sent 8 sheets revolver to Miss Curtis.
Oct 21
Mr. Frannie at studio - discusses King's statement that the ratio of light admitted to a shutter is not as the size of the opening - but there is a loss of seven percent.

3:30-5 Mr. Arthur S. Allen
Use of balance colors in a map (Cina & Co - Thurber) to be printed by - ----- Odell Co. N.Y.

I advise treating each map as an oriental rug.

Oct 23
Boeker telephones that proof of Bondreau's cuts is poor. Santa Press asks 200 for 12,000 - of the Dec-Jan color pages - Mr. Howland sends five vertical charts with text. Miss Potter - Boston Supervisor at W. H's store.
Thinks change in Art Director likely. Would try my system in one school at East Boston first.

Oct 26
10 a.m. for N. Y. Nat. Arts Club - R 41
Dine at the Salmagundi and go to Geo. Elmer Brown's studio - 21 15th St. (Fehr of Munich)
27 Lunch with Ray Greenleaf and visit his studio - 344 W 72nd - Dined by the Am. Inst. Graphic Arts - and lecture at 2:30 - 10 - Corruth takes us to supper at the Vanderbilt - Next Tassos Willing, Agar, Graham, Marchbanks, Kemp, Judge

28 Call on Mr. Vanderpool - studio at 25 Franklin St.
Lunch with Milton Berkoff - (Shirley Studio)
Dine with Minnie and Miss Curtis at the Berkoff.

29 10 a.m. for Boston

Pages 103 a, b, c, d and e are clippings and announcements of the address given before the Graphic Arts Inst. on Oct. 27 - the two clippings are from Dec. 15 Inland Printer.
Open ed talk by calling attention to fact that seven centuries ago Pope Gregory said in effect that music should be remembered for the reason that a record of sounds could be preserved in no other way.

Oct 30
With Mr. C and Mr. Howland at 141 Federal St.
1915 Question of furnishing colored paper and balls for kindergartens by Jan 1, 1916
100 school caps, without ties
Send letter to Miss Curtis asking size of package quantities, labels, etc.
Nov 5  Joseph B Millet - at Tavern Club - (meet Mr. Atkinson - musical composer) 4-5 pm
At lunch give him copy of "Color Notation" and reprints of my. Asso addresses
He speaks of his book on Japan, and Paine's
"History of Music" - Wants to see photometer and Atlas. Tells of his owning the photogravure
process -- 25 years ago
Study of bells (Japan) for the submarine bell
('calling"

We go to see "Vincelli's paintings (12) at Vose's

Nov 6  Wrote Mr. Graham of the Aver. Litho Co. 19th St., NY
To select a demonstration from the following list:
1. The Color Sense
2. Color Measures and Balance
3. Color Charts and Records
4. Design in Color
5. Study of Masterpieces

for the Lecture on Dec. 9

Perry & Charles - to print Atlas circulars at
Dunn shop - half to figure from Ellis

Mr. Allen writes that members of Aver. Inst of
Graphic Arts wish me to recount my lecture at the Expo.

I write Vincelli that Miss Curtis has not responded,
although three letters have been sent, asking kind,
quantity and form desired in the colored papers.

108 b, c and d contain figures, cases, etc.

Nov 6  Mr. J. B. Millet at Hotel Puritan 1-5:30
See photo copy -
A new thought, that of measured color? Can colors be
Music in measure? - why not color?"

See atlas

2 colors telegraphed from Calif. to N.Y.
This is Cooper's answer to Stevenson's difficulty
Should continue it myself
Office with bright thoughtful secretary to show
the system - answer mail and keep accounts
Two expert travelling agents - east of Chicago
west of C. - moderate salary and 25% of sales
None to libraries
Autograph each copy $75. - no single charts after
two months
Lecture tours - treat each point as a surprise -
a question - do not contradict old habits or preach

Color Sphere
"Fascinating" - a pure spectrum! - why so bright
and ethereal! Tree obstructs easy path of
thought, sphere not so.

Scales of Color
The moment you have a tuned instrument, you can
think out harmonious relations
Red - trembling discords when a child bangs the piano
"ye - hurting
" " bill board arises
Is yellow primary?
With red shall I use green? what result? how much?
" " " " blue-green? Is it harmonious?

Does this discover a law?
Selection of color groups
opposites ) triads
neighbors ) triads
Croma (technical name for strength, saturation,
purity, intensity

Cost of Materials
Tree .40
.25
.65 at factory with profit
.15 royalty
.50 jobber
1.25

Page 117b is copy of above.
" 117a First page of letter to Mr. Allen
regarding invitation to speak before Graphic Arts
Assn again. Says he would rather deliver five
lectures than one, but will be glad to do what
is now this. Not possible to get the men together
a second time.

Mar 9 Began criticism of Life classes at N. A. S.

13 Mr. Kennedy at the Hotel - 1-5:30
Lunches with "Lion and myself - discusses Milt's
suggestions and business outlook.
Nov 20 9 a.m. Receive samples of Fuller's Earth, Aluminum Flakes and Zinc Oxide from Carrol Perkins at 161 Devonshire St. Visit factory, test the samples and learn of order for photometer from lead Co. - Missouri.

23 Mr. A. Howland telephones that Mr. Felton will not let the Atlas appear without the firm name on the introductory page. I say this is new claim and not to go ahead until I have talked it over with Mr. Perkins.

11:15 - 1:15 At Mr. Perkins' office - 161 Devonshire St. Open the question of a change of licenses - appraisal of material on hand if contract is renewed. Say I am not satisfied with efforts of W. N. & Co. to create a market and promptly supply the demand. That request for diminution of royalty on everyone does not seem well-founded - as another man can furnish them cheaper. Kindergarten opening is being delayed and perhaps lost.

Judge Perkins advises against Felton's request - as the firm's name is already on inside of Atlas - and there is no need why a manufacturer, with only a license to use and sell should dictate to the author and publisher.

Would frankly state that I am dissatisfied with the handling of my system - think another agency could do it more skillfully and must take time to look into the situation.

Told Mr. A. Howland that the Introductory page was not the proper place for the firm's title - it should continue as in the past, a sticker on the inside of the portfolio.

He cited expense of the system and I spoke of my feeling that the firm was not equipped to properly run the system (my list closed - Kindergarten jeopardized - Mr. Putnam discharged - "photometer not on market" etc) and said if W. N. were not anxious to continue, I must try to find someone who would "create a good demand and properly supply the market". We will talk with Mr. Felton and let me know the result.

---------

Nov 20 Report on samples of Fuller's Earth - Aluminum Flakes and Zinc Oxide submitted by Chaik. T. Perkins for photometric determinations:

<table>
<thead>
<tr>
<th>Material</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Zinc oxide</td>
<td>93.9%</td>
</tr>
<tr>
<td>Copper</td>
<td>14.5%</td>
</tr>
<tr>
<td>Aluminum</td>
<td>32.5%</td>
</tr>
<tr>
<td>Silicate</td>
<td>85.7/12</td>
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</tbody>
</table>

- 407 -
Nov 26 4-5 Hotel written - Geo. C. Kitchell "sub-chromatic" patent (see letter of Nov. 20)
Shows color underlay - for etching, photo, or outline - "Martha will do this so well that
father will want it framed!"
I remark on the effect of tissue paper over
a colored ground - see beyond's plate -
"Tissue filter."

Dec 1 Mr. Williams (M H agent) at studio - 3:30 - 4
Why is purple include as one of the five
principals?
Fundamental sensations are R C Y B (or PB)
intermediates are Y BC RP
These six are made of 5 simple hues R Y C B P
and with their intermediates YR YG BC BP RP
We have a decimal scale of hue.

Tell him Box #2 should bear the legend "Illustrates Plate I of Color Balance"

Dec 8 8-10 p.m. 250 present
American Lithographic Co. - 19th St & 4th Ave.
(250, and expenses)
Mr. Graham, Beck, Kramp, Willing, Macbeth,
Prof. Gleason (Columbia) -
Spoke upon Color Measures and Balance
Photometer, sphere - utras - large chart - posters

Dec 10 Bow lunches with me at Salmagundi

Dec 11 Mr. Allen arranges complimentary lunch at the
Nat. Arts Club - talk ranged toward color printing
on porcelain, linoleum - etc.
(Peter, Greendale, Beck, Pedlar, Oswald, self
Allen, toy, ray Greendale, cleveland, (as they sat
around table)

I recount my surprise in reading Rood (R C B) and
the double pyramid (triangular) that I used to
illustrate his double cone - also its revolution
in color printing.
Approximate balance of color
gives color to past, colorless - Darker colors
excite - arrests - but fatigue if prolonged.
"Perhaps the most important contribution to color
guides is color balance." - Dr. Rood.
Dec 15 9:30 a.m. Saw Mr. Howland at 141 Federal St. and left photometer #38 - $75-15 - $50 due me. Found Baron, Steiger and -- had bid accepted for NY school - middle colors - par box 6 crayons .03. Comco offers to make the #2 unsell crayons @ 6.50 per gr.

3:30 - 4:30 Mr. Williams calls to ask questions about color and as to a lecture on Jan 6, 1913, for Mr. Dillaway's teachers. Thinks some unknown person has impersonated me at the Supt.'s office of Parochial Schools - in Meriden, Ct. Says Comco's samples at $6.50 per gross are too many - Quotes competition - #2 water color boxes - 1.50 Springfield - 4.20 W & M. Means to go to NY and study conditions - speaks highly of the Am. Co.'s crayons "hydrical pressed".

Dec 20 At Am Crayon & Co Warehouse in Waltham - Parmenters (perce et fils) - Cost of wax - appreciation of Putnam & Uncertainty of cost - Miss Ellis - 2 yr canvas of U.S.

Dec 21 11 - 12 Factory at Nalden - Mr. A. Howland - Otto Ill.

3 p.m. Mr. Dillaway at N. Y. A. S. to arrange for informal talk to his supervisors and high teachers on Jan 13.

Dec 22 With Mr. M. Elliott at Att Museum - 10:10-11:10

Yet Miss Pratt (toy stores) "Miss - (pottery)"

Selected color charts for talk on Sunday 26 - 3:15

Dec 30 Sent two copies Color Atlas for copyright.

31 Mr. James A. Souther for lunch at the Puritan.

Then call on Working at W...S. and visit picture galleries.

Jan 6 Atlas (2 copies) sent to Library of Congress.

3 "issued in Canada & Great Britain

Sent 5 copies to Casella, Brook Kelley & Falconbridge Toronto with $7.75 cover order.

With Mr. A. Howland at Factory.

Discuss Kelley's wish for set of oblique charts which will duplicate certain hues - as there are fourteen scales of colors - or against the hues (four dark duplicates).

Arrange for rubber stamp to mark each copy of the atlas. "all rights reserved" "entered at Stationery, 11th St."

...
Jan 15  With Bailey and Davis at Sch. Arts Mag. 9 - 9:30
127
1916
Discuss the sketched oblique charts and question
whether they are not too "mixed up" for children.
R finds one of his examples rather hard to place -
and so I show how I would write by the Atlas
(V and H charts only)
Find Mr. Howland at his desk & ask for large charts
on black for lecture work
Also arrange to have Williams with samples at the
Waldorf.

Jan 19  Waldorf - sun parlor
Meet Rode - Davis, Ferrley, Cox - Kutl Dry Goods
Buyers' Assn.
11:30 - 12 Demonstrate color - and receive vote of
thanks from (above) ass'n.  - A practical color
code - Show Atlas, Sphere, Tree.

Jan 26  At Mr. Perkins' office - to discuss Freistatter's
invention.  Messrs. Goff, Sherman, Johnson, Reed,
Fru-nou[irv] Millet, Jennings (baker), Wilson and
two others.

Jan 30  Art Museum - Lecture Hall 3:45 - 4:45
Color - sphere, tree and charts
Y + B = M, not green
F + C = Y

Spherical Field contrasted with Rugs, embroidery,
tapestries and paintings - Degas, Whistler, Monet,
and Gilbert Stuart.

Jan 16  3 p.m. Miss Curtis fetched me in her Ford "baby", 1 1/2
carriage" - Explains turn fall over a new superintendent.
Wes Jones will help the 100 Kindergartens open to
us - plans to write manual for Gov't Bureau of
Education - and after Feb. will see Mr. Howland and
arrange for lecture to teachers.
Ire. Shaw to give her funds to push the kindergarten.

Feb 5  Studio 11-11:30  Mr. Williams - questions wisdom
of learning agent for Standard Color Card (Part)
Hotel Furtan - 10:30 - 2:30 Prof. Verkes
Bring his boy's recitation to Bradley and Kunsell
color - He has gained his color names from his
8 yr. old sister in a private school - Wants five
pictures for his point test of mental ability -
Disapproves Binet test from 12 yrs on - is working
out a better method - Speaks of Holt's peculiarities
and I recount my experience.

Feb 7
11-12 With Mr. Howland at 141 Federal St.
Quote figures on crayons from Cory Joes 0.50 c
Amer. Crayon Co $ 4.70 35 wax
He says the Am C Co have pirated his copyright
"Bay State"Crayons" and seem evasive when
this is brought to their attention. Their
offer of 4.70 per gross of boxes (10) is
cheaper than W.M. can do it. He does not know where
to get a machine for the hydraulic pressed crayon -
Has tried to find out. Advises Williams not to leave
his firm except for a long contract and larger pay.
Bode has not yet made a definite offer.

Feb 10
With Mr. Howland at 141 Federal St. 9:30-10
Talked over figures of Amer. Crayon Co.
Faver Ruhl's proposition for colored papers -
Bode's Standard Color Card

I ask if it would not be a good idea and relieve
pressure at the factory, if the papers and crayons
were made under contract by outside firms, -
especially as the Am Crayon Co. offers .35 per
gross for crayons in bulk - and Hilton Bradley are
all equipped for the kindergarten papers?