

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 the pigments are
its servants.

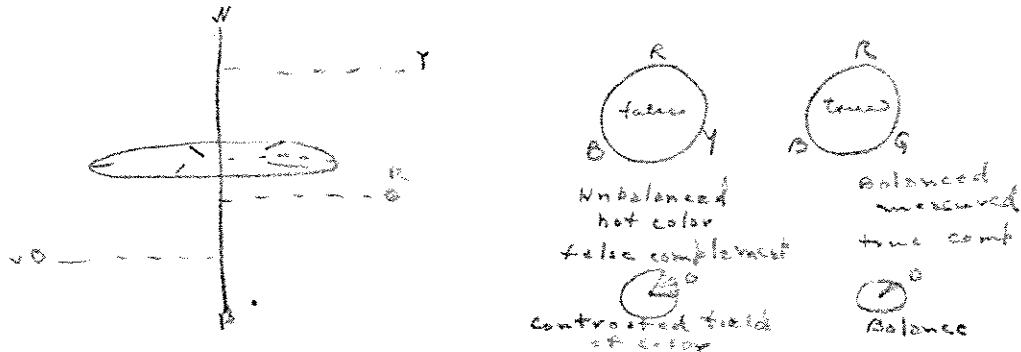
It illustrates balance and unbalance.

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.

(87a is a paper - 1 sheet - which W & K got out
telling why charts were delayed, and that they would
be ready for the market soon).



Three ways to use color

<u>Adv/</u>	<u>Dec.</u>	<u>Pict.</u>	<u>Three qualities</u>
startle, arrest	enrich surface not conceal it	illusion of space & atmosphere	H. Hue, horizontal V. Value-vertical C. Chroma-circular

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

27 Malden factory - 9:30-12
 See Mr. Arthur Howland's geometric demonstration by similar triangles - but ignoring law of sensation.
 Test 5 middle colors of 1911 and find all have darkened to 47/ or lower - while green has strengthened to /58, and B, 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. Köllners book on Defects of Color Sense-1912 Anormaloscope. Stilling's pseudo-isachromatic plates-1914 He asks details of Abney's procedure in testing rejected candidates.

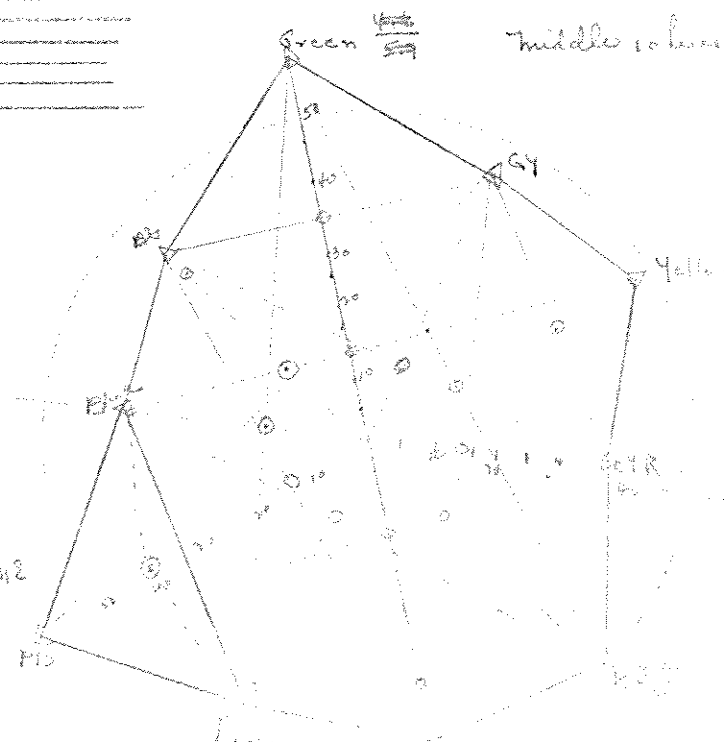
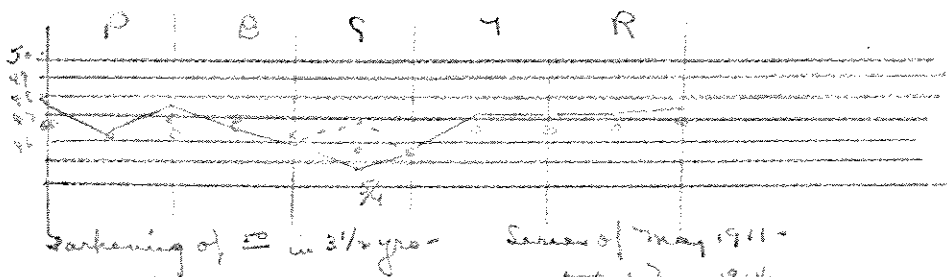
Dec 3, At K. chamber window - overcast, dry NEaster.

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^{re} 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.



Chromat
 Dec 5 - 1914
 overcast by 1/2

(Page 89a contains other results of 3 - 5 yr tests.)

Dec 26

R	65	100
G	125	50
B	124	50

66) 37 156
 330
 396

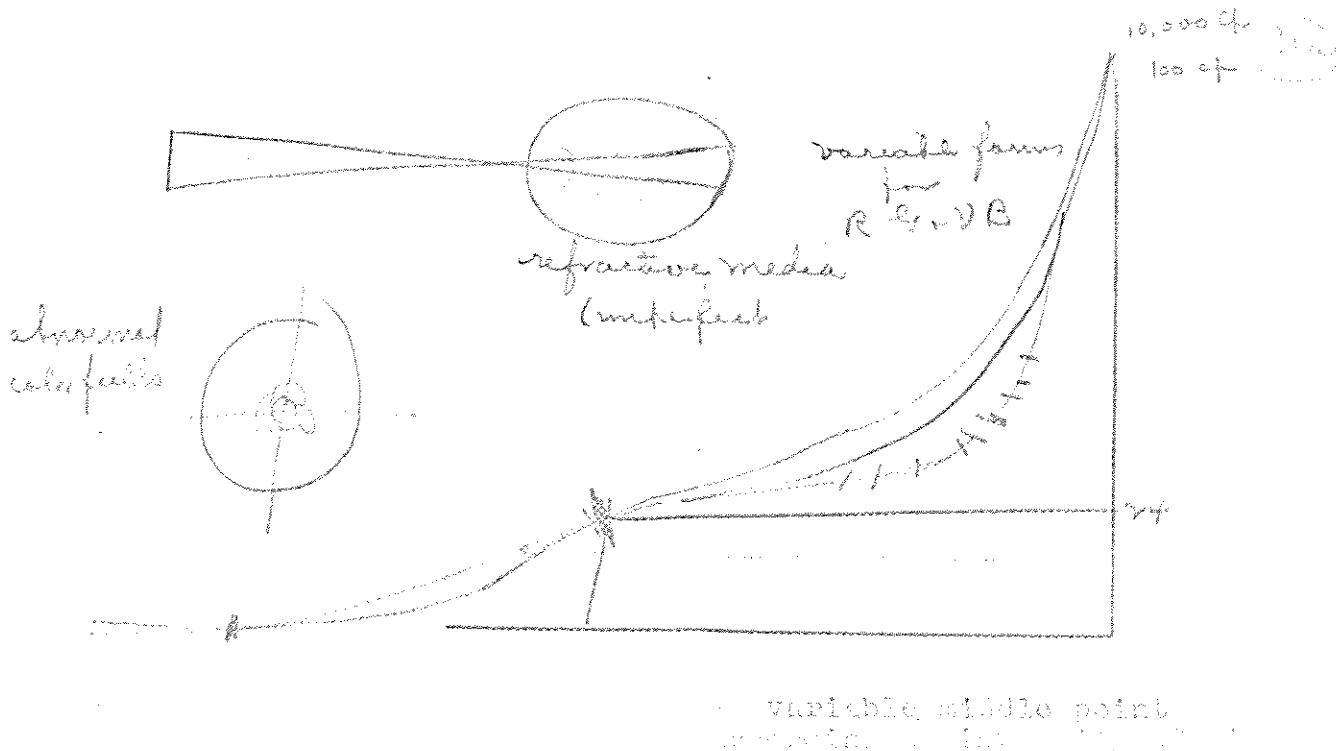
red 50
 green 56
 Purple-blue 61.6

balance of 91.
 3 middle sensations
 in N 48

balance of 3 strongest sensations in N 48

Dec 30 9:30 - 12 Take Hector to Malden Factory.
 Retest photometer, finding studio gray 52 -
 reads 46 - because of oblique position,
 Mr. Arthur Holwland 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, G and B in various eyes.
 (red melts into Green or VB according to individual).
 Also different foci for R, G & VB - because of
 difference in respective media (also Purkinje
 phenomenon).
 See new plate for vertical charts. Rotation
 machine set back of wall. Prismatic colors on
 wall from outside objects.
 Show Bailey's letters 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



Jan 8 '15 84 Washington St with Mr. McMurray and Mr. Miller (Ayer & Co) Arrange that 4 color originals and their reproduction shall be in my charge and await my O. K. & copyright - being billed direct to W H & Co. Bennett (Sch Arts Mag) & Bowker (John Andrew & Son) are telephoned to that effect.

93

Jan 23 Mr. Bennett at studio 9:30 - 10:45
Opens question of joining a fund of \$20,000 to push the new venture - "something to do" N G
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 - 84 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.

(93a, b and c contain clippings on "Eye strain", and outline of plan of campaign (no more than enumerated above)

Feb 4 Conference at 84 Wash. St - 4-5p.m. Messrs Howland, 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.

95

Feb 6 9 a.m. Bailey's desk at 120 Boylston St. Present my first article "Munsell Color System: What is stands for." B. immediately rejects the illustration and says it "won't do". I tell him that Mr. Howland has placed the matter in my hands and than an article over my initials is a

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 Am. 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)? 95r
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 97r
Sch. Arts Mag. Bailey has telegraphed acceptance and my article will be pushed 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 Mss. for the April number. Find Bailey has been furnished with vertical charts (incomplete) which bear no title and no patent marks. (Still unstamped Apr. 17)

11:15 - 12:15 At Studio
Miss Patrick hears 2 Mss. & 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 81.2/32 as against R 82/52.

Mar 12 Mr. Perkin's office with W.H.Carruth (see Feb 18) 12 - 1:15. Discuss Mr. C's use of my system and notation
 3 ways 1. personal experimentation in his laboratory to standardize color papers (\$500.)
 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. Fanniebelle 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 Malden Factory 10:30 - 12 with Otto and Arthur Howland. 99.
 1. I speak of doubt in some minds which knew of his experiments (H's) whether there be some error in my work, and if he has improved on my work-methods. (Publishers should not damage the system or vitiate their control).
 2. Years delay in publishing charts mor. due to difficulties raised by H. than by my absence or sickness.
 3. Need of colored papers for the N.Y. kindergarten. I have to make up by personal work for loss of Mr. Putnam.

Apr 12 9-10 Malden factory
 Test 80s in that light to compare with studio readings - Take away this set and retest at studio with following results:

RP	P	PB	B	BG	G	GY	Y	YR	R	
20.2	21.06	23.1	23.4	33.4	47.4	54.8	90	72	45	new standard
21	19	21	22	32	48	53	90	70	52	Feb 4-1911

Find chroma scales of 80 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 Hae charts.
- Apr 17 Find Bailey is furnished discs (without ~~my~~ my knowledge) by Arthur H.
- Apr 17 Louis Monte at studio 3-5 p.m.
Advises use of tempera colors with middle hues.
Asks how Hopkins stands as regards Bailey; - also Snedden.
I give him figure sketch - Speaks of Koester's "Civic 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 2%.
-
- Color areas are to each other, inversely as the 99a product of their V and C.
- Apr 9 talk with R. ---- perception of gray color by young children - See Maget's report of his child Children recognize defective fruit and sour milk by color differences
- (99b, c, d, e, f Plotting of tested colors - 20 - 50 and 80 scales - 99a has sketch of tempera box talked over with Louis Monte - Mr. Alexander of Favor, Rubl)
- Apr 2 I write Mr. Howland 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 5) and altho it was promised they should be recalled and properly stamped. I now find nothing has yet been done to correct the oversight - Apr 20.
- Apr 24 Tel Mr. A. Howland that I must replace Mr. Putnam in getting our system on the N.Y. list
- Prepared text for charts 20 and 80.
- Apr 25 At 200 Nicks St - Brooklyn - with Miss Curtis and Marie (?) - Miss C. will leave out orange and use only 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 \$2800. 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. H. at his home promises to send
 them Monday morning (3d)

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

May 10 Mr. H. P. Carruth 9:30-10:30 103.
 Has found the photometer sensitive and very
 useful - results as fine as 1% 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.
 Must make a "ton lot" - i.e. 30,000 sheets 12x19
 altho a smaller factory he contemplates could make
 1/4 of this, i.e. 20,000- The latter devoted to
 color work and using the Munsell system.
 He discusses the hue circuit and its scale: 360°
 instead of initials of
 5 hues - or a+ and - of
 R - +2R 5/5 or -2R 5/5

Speaks of the permanence of Indian Threese(?)
 (Badische Co.) and its even preserving a printed
 purple shirt from sulph. acid.
 I show him the vertical charts and method of color
 balance as product of symbol inverted.

May 28 Mr. G. J. Coney at N.A.S. 10 - 10:30
 He will furnish boxes, such as my 10 crayon (#2) - 1.50
 7 " #1 - 4.00
 and crayons in bulk at .50 per gross all f.o.b. at
 Studio.
 Was furnished N.Y. schools with 4,000 boxes (10s)
 through Parker P. Simmonds.
 I then show him that this is an infringement and that
 patent protection permits me to receive double on
 all that they have sold. He will take this matter
 up with his uncle H.R. Coney of the Standard Crayon Co.

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" (10 special) crayons"- imitate 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 amply protected by patents and copyrights.
Mr. Comey 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 Mss. and illustrations. 105.
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 Ector ships photometer to E.L. LaBeaurne - Wilmington, Del. Latter told by W.H. & Co. there was no such instrument on the market!
- Aug 7 J.F.Hopkins at U.A.S. (life class in Nov. until then absent)
Mr. Boudreau lunches and shows his Mss. Puritan 12-2:30
19 Mr. Allen and Mr. Ray Greenleaf come to discuss color- Take them over on Ahmed II and by car over the island
29 Leave Fishers' Island for Boston on Ahmed II (Motor & Beans)
- Sept 3 Malden factory - 9:30 - 11
Discuss form of Atlas - paper for charts
" portfolio " " introduction
" " " inter-views

W.H. & Co. are making W.C. for Prang (Ultramarine)

- Sept 4 Miss Patrick brings Mss and illustrations for her article - sees plan 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 Comey's figure on #2 box (10) then 339-page 43 of N.Y. list as they have not answered ~~it~~ in his letter. Talk over co-operation with Milton Bradley (machine cut papers) Prang (colors and models) Standard Crayon Co. (4.50 7s) Also complete Atlas - with new circular to all colleges and libraries.

- Sept 2 Harold Brown (John Herron Art Inst. of Indianapolis) 103a 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 foot-note "from "A Color Notation by A.H. Munsell""

- Sept 8 Mr. H. passes me a set of outline Color Books 107 based on my system by Miss Beea of the --- High School, Chicago, which I show to Mr. Kennedy and the next morning to Mr. Burdett and Mr. Fraprie.
- 10 Ratings in Dunn - Silver Burdett 500-750,000 high
Milton Bradley 300-500,000 "
Prang 75-125,000 "
Atkinson, Metzger " "
- 15 James Hall at No. Scituate 3-8 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 L. A To H(hue) V (Value) to correspond with C (Chrome) - Series vertical H V C R Y G B P 6
" horizontal 20 30 40 50 60 70 80 9 15
Showed plan of first page and cuts
Circular to all libraries and colleges - Also personal agent - Otto passes me wax dishes R Y G 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 \$5. Wants books that the children will buy rather than a teachers' handbook.

Mr. Brown thinks this is the coming attitude toward color and speaks of measuring instruments. Would like to know Miss Curtis' opinion? Scott Ferguson of Chicago sells materials (Pack's ideas) Mr. S. is not in favor of them.

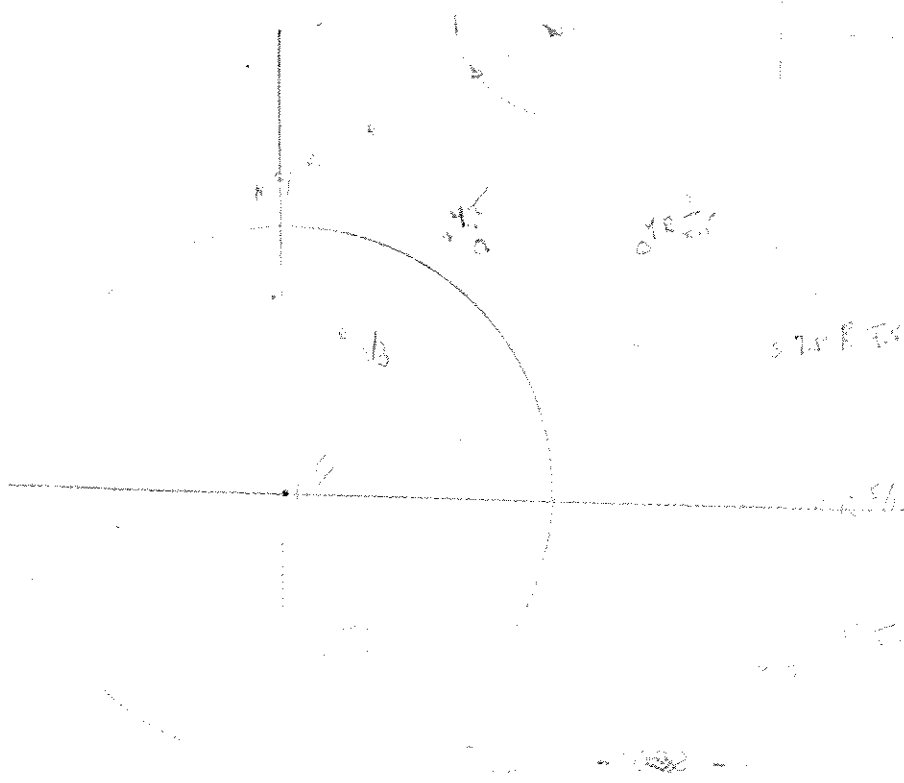
Query - Are books on a "down wave" - will the wave rise again soon?

Bradley "Standards"

107a.

32/	Red	5R 3/10	darkest crimson
86/	Orange	8R 8/11	very red and overstrong
93/	Yellow	5Y 8/9	✓
70/	Green	2G 5/8	Yellowish
39/	Blue	5PB 4/10	Purple-blue
40/	Violet	4P 4/7	nearly c

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



Miss Patrick's
problem of a
red smock

Sept 29 Malden factory - 11-12

109

Saw dummies for atlas and made changes in charts
Chart A - changed to V - B changed to C - Index chart
is H.

HP9876P4521HP 9876B4321EP 9876G4321GP 9876Y4321YR 9876R4321RP

Stronger chromas of PB on 50 and 70 levels to be
added by hand.
Printing room to crowded to print the intro-
ductory page.

Geo. W. 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 $\frac{1}{3}$

500 copies on Bond paper - \$19 - 1000 copies \$23.

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

Oct 1 Geo. W. Ellis - 500 color Atlas page - Defendum
Linen Ledger, 72 pounds 28x34 - comp. stereo and
2 plates

7 141 Federal St. Showed Mr. H. plan for circular
10,000 \$42.50
25,000 75.

To be sent to all textile firms - mills - public
libraries - colleges - printing firms - type foundries -
dye stuff mfrs - museums.

11 New York

Miss Curtis at Winnie's apartment - 200 Hicks St
Shows them Miss Peem'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	109a
Folding chart 70-50-30 single sheet	1050
Plate II children's studies - crayon	2825
" III " " water colors	2875
" I sphere - color field & chart C	300
Frontispiece - pastel & sketch of color sphere	75
out of trace and sphere	275

for review -

Important periodicals
Inland Printer
American Printer

Color Book for Little Childred -
 balls gifts
 papers occupations
 crayons paper folding after 5 years
 water colors weaving

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

- Oct 12 Milton Bradley - 73 Fifth Ave. Tel Stuy 1808 111.
 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 (8x10 or
 20x24) \$4 per ream of 480 sheets - .04 per sheet
 (.02 from Steiger, but bad)
 M B have dropped "broken colors" but still have 150
 "shades" - variation in bases and coatings unavoidable.
- Oct 13 3 P.M. - Mr. Osburn, (Woolworth Bldg) shows me his
 companion microscope and manuscript problem - also
 scale of lines

Oct 14 At Brooklyn Hospital - DeKalb Ave. & Raymond St
 Dr. Nathan Beers shows his 2 color photography
 2 methods - additive and subtractive
 Kinesecolor(?) of grass green and orange red -
 purples wanting
 Describes Luchere ~~effects~~ defects
 Shows his holder, plates, vegetable solutions,
 (standardized) etc. Uses Mazda-Nitrogen lamp
 and dark greenish ground.

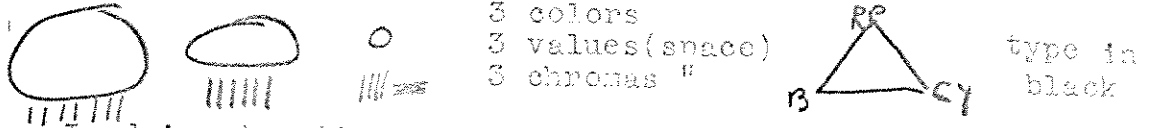
Oct 15 Jersey City Printing Co. - 3 wet (simultaneous)
 printings -
 Cleland, Greenleaf and Allen lunch with me at
 Salmagundi Club - then call on Miss Helen Bryden
 (Russell) - Washington Sq. She first seeks
 silhouette, then draws the colors.

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 Favor, Ruhl said I was
 a millionaire and would sue the Prang Co.
 I show him the false complements, lack of scale and
 personal character of Koch's illustrations for the
 new books by Frechlich & Snow.

Cheap cardboard useless for charts - Should be Gply 1100
 Oct. 20 sent 3 sheets Purple to Miss Curtis.

Oct 21 Mr. Frapric at studio - discusses King's statement 113. 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 (Ginn & Co - Thurber) to be printed by - - - - - Odell Co. N.Y.



I advise treating each map as an oriental rug.

Oct 23 Bowker telephones that proof of Boudreau's cuts is poor. Barta 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 - E. 18th St. (Fehrer of Munich)

27 Lunch with Ray Greenleaf and visit his studio - 344 W 72nd - Dined by the Am. Inst. Graphic Arts - and lecture at 3:30 - 10 - Corruith takes me to supper at the Vanderbilt - Meet Messrs Willing, Agar, Graham, Marchbanks, Kemp, Rudge

28 Call on Mrs. Vanderpool - studio at 22 Gra - eray St.
Lunch with Milton Bancroft - (Shirlac Studio)
Dine with Minnie and Miss Curtis at the Bossert.

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.
Opened talk by calling attention to fact that seven centuries ago Pope Gregory said in effect that music should be memorized for the reason that a record of sounds could be preserved in no other way.

Oct 30 With Mr. C and A Howland at 141 Federal St.
1915 Question of furnishing colored papers and balls for 146.
H.T. kindergarten by Jan 1, 1916
100 school open without bids
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 time) At lunch give him copy of "Color Notation" and reprints of Psy. Assn addresses He speaks of his book on Japan, and Paines'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 Monticello's paintings (12) at Vose's

11-12 Malden factory

Take out new photometer - see partial Atlas and text - Otto wishes Mr. Howland, himself and I could devote ourselves to color. I say five or six experts could carry the system, as it has a great future (Industry - education - art)

Nov 6 Wrote Mr. Graham of the Amer. 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 & Scarbo - to print Atlas circulars at Lynn shop - half the figure from Ellis

Mr. Allen writes that members of Amer Inst of Graphic Arts wish me to repeat my lecture of the 25th.

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

105 b, c and d contain figures, names, etc.

Nov 6 Mr. J. B. Millet at Hotel Puritan 1-5:30
Sees photometer -

(A new thought, that of measured color) Can colors be measured?
(Music is measured - why not color?) measured, charted. 11/21/11

Sees Atlas

"Scientific"!

3 colors telegraphed from Calif. to N.Y.

this is Cooper's answer to Stevens's difficulty should control it myself

Office with bright tretful 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
 Ear - racking ~~see~~ discord when a child bangs the piano
 Eye - 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)
 neighbors) triads

Chroma (technical name for strength, saturation,
 purity, intensity)

Cost of Materials

Tree .40
 .25
 .65 at factory with profit
 .25 royalty
 .35 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 possible. Not possible to get the men together
 a second time.

Dec 9 Regan criticism of Wife Class at N. A. S. 11.
 13 Mr. Kennedy at the Hotel - 1-5:30
 Lunches with Victor and myself - discusses Millet's
 suggestions and business outlook.

Nov 20 9 a m Receive samples of Fuller's Earth,
Aluminum Flake and Zinc Oxide from Carroll
Perkins at 161 Devonshire St.
Visit factory, test the samples and learn of
order for photometer from Lead Co. - Missouri.

26 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 licensee - appraisal
of material on hand if contract is renewed.
Say I am not satisfied with efforts of W. H. & Co.
"to create a market and promptly supply the demand".
That request for diminution of royalty on crayons
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 make and sell should dictate to the author
and patented.

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.

Tel. Mr. A. Howland that the Introductory page was 119a
not the page 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
push the system (NY list closed - kindergarten
jeopardized - Mr. Putnam discharged - "photometer
not on market" etc) and said if W H were not anxious
to continue, I must try to find someone who would
"create a good demand and properly supply the market".
He will talk with Mr. Felton and let me know the
result.

Nov 20 Report on samples of Fullers Earth - Aluminum
Flake and Zinc Oxide submitted by Chas. F. Perkins
for photometric determinations

Zinc oxide - 93.5+	Y 93.5/4
Stoughton 123.05	P 93.5/7
Aluminum flake - 24.5+	Y 24.5/10
Stoughton --65.4	2Y 65./12

116-
113a

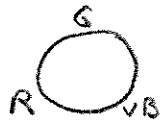
Nov 26
1915

4-5 Hotel Puritan - Geo. G. Kitchell "sub-chromatic" patent (see letter of Nov. 20)
Shows color underlaid - 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 Bezond's plate - "Tissue filter".

121.

Dec 1

Mr. Williams (W H agent) at studio - 3:30 - 4
Why is purple include as one of the five principals?



Fundamental sensations are R G VB (or PB)
intermediates are Y BG RP

These six are made of 5 simple hues R Y G B P and with their intermediates YR OY BG PB RP
We have a decimal scale of hue.



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



Says large charts have been made for Dillaway-\$30. Two of his supervisors, Cleaves and Stone are to experiment with system. He will come to my lecture Dec 26 at Art Museum

Dec 9

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

Dec 10

Dow lunches with me at Salmagundi

Dec 11

Mr. Allen arranges complimentary lunch at the Nat. Arts Club - talk ranges toward color printing on porcelain, linoleum - etc.
(Rutan, Greenleaf, Beck, Padlar, Oswald, self Allen, Dow, Ray Greenleaf, Cleland, (as they sat around table)

123.

I recount my surprise in reading Rood (R G B) and the double pyramid (triangular) that I used to illustrate his double cone - also its revolution to make gray balance. Sphere in ----- to prove balance of all areas. Approximate balance of color gives sense of rest, completeness - Unbalance excites - arrests - but fatigue if prolonged. "Perhaps the most important contribution in color since Delaunay". - Dr. Henderson

Dec 15 9:30 a.m. Saw Mr. Howland at 141 Federal St.
and left photometer #38 - \$75-15 - \$60 due me.
Found Baron, Steiger and ---- had bid accepted
for NY school - middle colors - par box 6 crayons .03
.025
Coney offers to make the #2 Unsell crayons @ 6.50 gr.

3:30 - 4:30 Mr. Williams calls to ask questions
about color and as to a lecture on Jan 6, 1916, for
Mr. Dillaway's teachers.
Thinks some unknown person has impersonated me at
the Supt.'s office of Parochial Schools - in
Meriden, Ct. Says Coney's samples at \$6.50 per
gross are too waxy - Quotes competition - #2 water
color boxes 1.80 Springfield - 4.20 W & H
Means to go to N Y and study conditions - speaks
highly of the Am. Co's crayons "hydraulic pressed".

Dec 20 At Am Crayons Co Warehouse in Waltham - Parmenters
(per et fils) Cost of wax - appreciation of
Putnam @ Uncertainty of cost - Miss Ellis - 2-yr
canvass of N.S.

Dec 21 11 - 12 Factory at Malden - Mr. A. Howland - 125
Otto ill.
3 p.m. Mr. Dillaway at N. H. A. S. to arrange for
informal talk to his supervisors and high teachers
on Jan 13.

Dec 22 With Mr. H- Elliott at Art Museum - 10:30-11:50
Yet Misc Flint (textiles) & Miss -- (pottery)
Selected color stuffs for talk on Sunday 26 - 3:45

Dec 30 Sent two copies Color Atlas for copyright.

31 Mr. James C. Boudreau for lunch at the Puritan.
Then call on Perkins at N.H.S. and visit picture
galleries.

Jan 6 Atlas (2 copies) sent to Library of Congress.
1916
8 " issued to Canada & St Britain
Sent 5 copies to Cassatt, Brock Welley & Falconbridge
Toronto with \$7.75 money order.
With Mr. A. Howland at Factory -
Discuss Bailey's wish for set of oblique charts
each will duplicate certain hues - as there are
fourteen scales of colors - as against ten hues
(four dark duplicates)
Arrange for rubber stamp to mark each copy of the
Atlas "all right to be used"
"entered at Stationers" "all" 2x1"

- Jan 15 1916 With Bailey and Davis at Sch. Arts Mag. 9 - 9:30 127
Discuss the sketched oblique charts and question whether they are not too "mixed up" for children. B 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 Bode - Davis, Fernley, Cox - Natl 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 28 At Mr. Perkins' office - to discuss Freistatter's invention. Messrs Goff, Sherman, Johnson, Reed, Pru-hon(irv) Millet, Jennings (backer), Wilson and two others.
Does the public want it - must he make the film - how far away is the receiver? Would it be easier to first demonstrate on disc (phonograph)?
39 claims - Foulson Co. ready to code use of patent for a small royalty - one year more to run.
"Lag" of sound - confusion - rust of steel particles - in developing "Fading of magnetism. \$2500 to be subscribed to receive one-fourth of the returns from device.
- Jan 30 Art Museum - Lecture Hall 3:45 - 4:45
Color - sphere, tree and charts
 $Y + B = N$, not green
 $R + G = Y$ - need of measure and notation
Spherical field contrasted with Rugs, embroideries, tapestries and paintings - Degas, Whistler, Monet, and Gilbert Stuart.
- Jan 16 3 p.m. Miss Curtis fetches me in her Ford "baby carriage" - Explains turmoil over a new superintendent Popes Jones will keep the 100 kindergartens open to us - plans to write monograph for Gov't Bureau of Education - and after Feb. will see Mr. Howland and arrange for lecture to teachers.
Mrs. Shaw to give her funds to push the kindergarten.
- Feb 5 Studio 11-11:30 Mr. Williams - questions wisdom of becoming agent for Standard Color Card (Red)

Hotel Puritan - 12:30 - 2:30 Prof. Yerkes
Brings his boy's reaction to Bradley and Munsell 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 - Speak's 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 Coney 108^{pr. 10.ashby} 8.50 50
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.H. 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.

(8.71 80
pastelled)

Feb 10 With Mr. Howland at 141 Federal St. 9:30-10
Talked over figures of Amer. Crayon Co.
Favor 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 Milton Bradley are all equipped for the kindergarten papers?