

**FAVARGER TO STN #1**

Pontarlier, July 8, 1778

Sirs,

You surely did not expect to receive news from me, especially so soon, but since I have a moment before I leave, I shall have the honor of informing you of what I did in Saint-Sulpice and here.

When I visited Mr. Meuron, I asked him whether all of our crates had left for Lyons, to which they responded in the affirmative, except for the two that were intended for Mr. Revol and Co. They have precise orders to send them only with an intelligent coachman who will unload them in the outskirts and not in the city and until now, they say, they have been unable to find the right man for the job. They will communicate this to you themselves.

As I spoke with them about, among other things, the octavo edition of the Encyclopédie from Lausanne, they told me that they had brought or smuggled five crates of 500 cwt. of the first volume of the book into the kingdom, all of them destined for Paris. No matter how hard I tried to discover how they managed it, their response was always, "When we have real friends, we also know how to give them a hand in need."

I thought I would visit Mr. Pion, but he was in Besançon. Since I was curious to know how the gentlemen of Lausanne managed to smuggle the book so skillfully into Paris, this is what Mr. Pion's son told me: First, he declared that they never send anything

through Besançon and that they cannot because the Chambre is not established there, and he believes, as the Meurons do, that they will never be able to use this route because acquits à caution are not issued for this town, that its jurisdiction will only extend to the provinces and not to Paris or any foreign provinces, but that these acquits are now issued for Dijon. It is through this city that the octavo edition of the Encyclopédie passed. Pion, the son, has seen the acquits discharged by Mr. Capel, who is still the syndic, and he says that with the acquits thus discharged, the crates are out of danger. I do not know this for certain. You would be well advised, gentlemen, to see whether Mr. Capel could do us this favor and then write to me in Bourg or Lyons so that, in case I do not find Mr. Revol's arrangements or measures to my liking, I could also reassure our correspondents that we have means on which we can count.

Besides, Mr. Revol seems prodigiously slow to me. It is enough to make those who are waiting lose patience and become disgusted. The first crate that we sent them, which is marked RC No. 64 or 68 (I am not sure about the number) is still with him, although it should be sent, he says, in the next few days. That is not the case for the octavo editions of the Encyclopédie, which must be, according to his estimation, close to Paris. Also, there are still eight crates of the quarto editions of the Encyclopédie in his shop that will not be sent until Friday. Fortunately, it happens that the remaining ones are from four different notebooks, and that Mr. Duplain will have been able to finish printing some copies of the 15<sup>th</sup> volume.

Faivre continues to respond to my entreaties by claiming that he does not have the papers that concern our affair, that they are with his lawyer, just as ours are with our lawyer, and neither one is in town. He is still offering L. 28 that he claims to owe us,

from which we must deduct the defective copy of the Questions that he returned to us, as well as three others that he says are on the way, which he will send back for the same reason when they arrive. I do not see how we can finish with him.

I am honored to be, entirely devoted to your orders, Sirs, your most humble and obedient servant.

Jn Fs Favarger

### **STN TO FAVARGER**

Lyons -- Favarger

We have received your letter from the eighth of this month, No. 1. Do not forget to inform Mr. Duplain of what you have discovered, but be careful not to mention Capel, only say that you have cause to believe that the route is through Dijon. It is probable that the work will not enter Paris in a crate. They have a warehouse at the city limits. We have written to Capel and we hope that for some money, he will do the same service for us. You can count on it during your rounds and talk about it accordingly. You must not do or say anything that could [...] Mr. Revol. The more strings we have in our bow, the better things will go.

BL No. 68 is the package that was sent to them on May 21. It should now be at its destination. Here is another list of the spoiled sheets that you should try to have returned to you, so that you can send them along with the books that are currently with Claudet, which come from Périsset. The latter are asking once again for package FP No. 53, sent

May 5, which they have not yet received. They have [added several] articles to our order, but they have removed 50 Fables by La Fontaine, 25 Arithmétique by Barrême, 25 Henriade, 25 [Boudot], 25 Richardet. If they cannot provide them for us, try to procure them somewhere else. In return, we will send them a second package next week, composed of the same articles, to replace the one that was lost. Here is the list of the spoiled sheets (see the agenda); we also want 25 illustrated Contes moraux by Marmontel, and 25 without illustrations. We have [...] Schertz in Strasbourg; do not forget to see him or to find out any information you can about the papers. Reread all your notes for Lyons well before making any visits so that you can [be ready] when making deals, and take as much time as you need for all the business deals and gather all the information possible regarding the quarto and octavo Encyclopédie, which you will report to us by letter.

We should tell you that on Wednesday, we will receive our two drafts by mail, [payable to] D'Arnal, for a total of L. 2029-4-3, which have not been paid by Merlino. Repeat to Mr. D'Arnal, to whom we have written, how much this delay has troubled us, and how much useless effort we made to warn him. Merlino also writes to us that they have paid all the other drafts, but that since these gentlemen were our relatives, the refusal given to these two drafts is of no consequence [...]. You know that we only undertook this job to please Mr. Duplain and to take it off his hands, and that we are obligated by the agreement to advance all the printing fees and not to be paid until the volume is in the hands of Mr. Duplain in its entirety. But what printer is in a position to advance such sums? And supposing we wanted to do it, what if we were given a volume that we would have to keep for two or three months or longer in the shop, what would the

advantage be for us? The agreement does not bring us anything more than Mr. Duplain's promise to give us three volumes to print, and this is what we are holding him to, assuming, of course, that we will be paid like all the other printers as the work progresses, nothing unusual.

Have a good trip, both in business and pleasure. We will be concerned about how you take care of your health and about all the trouble you take to execute your orders.

We have just received a letter from Mr. Revol, who shifts the blame on Mr. Meuron and Philippin for the delay in sending our particular packages. See them and try to get everything in motion, but with prudence. We are...

## **FAVARGER TO STN #2**

Bourg-en-Bresse, July 11, 1778

Sirs,

Once I had safely arrived here, I inquired about the business affairs of Robert and Gauthier, which, I have been assured, are not absolutely bad. First of all, they have not submitted their balance sheet to the magistrate. Since it was in Paris that they owed the greatest part, one of them went there with the inventory of their debts and credits and concluded his affairs with the Parisians. That is, those who did not want to wait four years to be paid without interest were offered some books at cost. According what their prosecutor, as well as their only clerk, said to me, some chose the first option, some chose the second. As to the guarantor that they claim to have given, I still do not know who it

was. Here is a list of the books that they are offering, but since Gauthier is in Geneva, and since he must pass through Neuchâtel to conclude his affairs with Mr. Fauche, to whom the company owes [4 quires and L. 500/ L. 4500 ], he will drop in and conclude his business with you. It was their clerk who told me this. Vernarel, to whom I spoke about this business, was unable to give me any definite information, because it has all been kept rather secret here, but he told me the name of the prosecutor responsible for the Parisians' powers of attorney. I meant to see him, but he is away in his country house, two leagues from here. If he does not return tomorrow, I will go look for him and find out how these matters stand. If I see that we will be obliged to use him, I will ask him to help us. That is all I can say in this letter. I will tell you from Lyons, where I will dine tomorrow, what I have done about this affair. Their list is not very ample. I know that they have a number of other articles. I have never been able to have any more added to the list, since the clerk has orders against it, nor have I been able to grab one of their catalogues.

Vernarel still enjoys good credit. I gave him a catalogue, but he will not order much, since he only deals with Paris and Lyons, and only in new books. Below is one that he is expecting and that he considers worth reprinting. If we are willing to do it, he will take 50 copies to begin with, since not even six copies will arrive in the first few days. I asked him to send you some through the gate and under wraps so that you could judge it and tell him whether you want to do it. It is Les Lois et constitution de Pennsylvanie, translated from the English, dedicated to Doctor Franklin, published by Jombert and Cellot in Paris. He claims that it is brand-new.

I am honored to be, with all respect, Sirs, your most humble and obedient servant,

In Fs Favarger

I will not fail to let you know whether the guarantor is solvent.

Delhorme in Lons-le-Saulnier is only a printer and does not stock any books.

Gabriel is a poor man who should only be trusted for a short time. I gave him a catalogue and prospectus, but I think it is futile. He stocks almost nothing but religious books.

List of books offered by Messrs. Robert and Gauthier:

Histoire universelle by Dom Calmet, Strasbourg and Nancy edition, quarto, 17 volumes

[...] du chevalier d'Eon, octavo, 13 volumes

Sciences des confesseurs by the abbé de Mangin, in-12, 6 volumes, Paris

Histoire ecclésiastique du diocèse de Langres by the same, 4 volumes, Paris

Histoire de Genève, in-12, 6 volumes by Berenger

[Ordonnance de Lalizace], 2 volumes, folio

Académie des dames et des messieurs by Mr. Vadé, 2 volumes, small octavo

Dictionnaire des origines, small format octavo, 4 volumes, Paris

Histoire du patriotisme français, 6 volumes

[Selctes vetum testament], 1 volume

**FAVARGER TO STN #3**

Lyons, July 15, 1778

Sirs,

Once I arrived in Lyons, the first person I thought I should see was Mr. D'Arnal, by whom I was very well received. He obligingly accompanied me to see Mr. Duplain, who has, to my surprise, become quite honest. First of all, I asked him whether he had sent us all the volumes, the last of which is the fourteenth, that are in the hands of the subscribers. He responded in the affirmative, and said that he had joined the spoiled sheets that we need to this parcel. Try as I could, I was unable to find out which are the volumes that are being run off at six quires. Perhaps I will find this out from Barret, whom I have not seen yet. It is quite true that he is satisfied with our 15 volumes. He only complained of the delay, but it was easy to prove to him that we were not at fault. One of our packages arrived completely wet, so we must reprint many of the sheets. He wanted to deliver our 15<sup>th</sup> volume before the payment, along with the first volume of plates, and all in order to make money, which was of an astonishing rarity at this payment. Since he was unable to do it, he was obliged to put some people off until the next time. It seemed to him more natural to deal this way with associates, rather than with people who are simply there because of their work. Anyway, since these drafts are in the hands of relatives, he was sure that our signature would not be in danger and neither would his credit. Nevertheless, I believe that if these drafts had been in other hands, they would have been paid. He added to this reasoning that he hoped he would not be in financial difficulties for the next payment, and that, even though, according to the draft, he owes us nothing before the delivery of a volume, one could take advantage of our advances, but this is the best bit: He solemnly promised me in the presence of Mr. D'Arnal that we



would still have one volume to run off at six quires. Well, even though the project is well advanced, he will arrange things to make it possible. Therefore, gentlemen, you must get to work on this 24<sup>th</sup> volume.

Once I finish writing to you, I will visit the abbé de La Serre, whom I have not seen yet, to obtain some copy, or at least some promises from him. Once we get a scrap of it, it will be excellent. After that, Mr. Duplain promised me that we would make at least three volumes of the third subscription, whose first two volumes will appear in one month; but he thinks that we will have to pay for a new font. Our characters will be worn out, he says. I would like to have your instructions. I will order it, but we still need to make Vernanges confer with Mr. Duplain. I will see him to find out whether he can produce it right away. The character is still Phil., but the typeface is smaller and a little bit longish, so I believe the one from Basel could work. You can judge for yourselves from the enclosed sample, which is not bad. One thing that pleased him is the fact that we are not in competition for paper over here. He said that he had written to you to allow the third edition to appear under our name, because that would give it some prominence. I said that I did not think you would refuse.

Since I told him that I would make some rounds without telling him where, he must prepare a pile of circulars and prospectuses for me with his instructions. We will be responsible for the subscriptions that I get from individuals, in regard to the discount we give to book dealers. As to [the subscriptions] from book dealers, they will be on the usual terms. I will procure as many of the former as I can, as well as of the latter. I am quite determined to not leave even the smallest place without knowing what I can do to accomplish all the objectives of my mission. This is something you can count on.

When speaking to Mr. Duplain, I asked him how things stood with business in Lyons. He told me that it was all arranged, but I do not know how. As to the one in Liège, we will have a share of it. Nevertheless, that is what I will investigate and inform you about. That is all I can say about my operations in Lyons. I still have to see Duplain. If I hear of anything else, I will tell you. All of my plans have not yet taken shape.

I learned in Bourg that Vernarel is still good and that he can be trusted. I will tell you to whom to address the order that he must have sent you. The imbecile! Can you believe he thought he would compromise his conscience by sending you the book I mentioned in my last letter? I will search for him here, along with the new books that he may have received, so that I can pass them along to you. Since I could do nothing about Robert and Gauthier (I was unable to find the Parisians' prosecutor, even in the countryside), I will have to write to him under the auspices of Vernarel in order to find out from him what no one could tell me in Bourg: namely, exactly how their affairs stand. Vernarel will advance the fees, if we need to pay any. His address is: Mr. Reyledet, prosecutor of the bailiwick in Bourg. Batilliot of Paris can tell you something about it. The clerk told me that he is the one who first announced the end of the negotiations with the Parisians. I do not think I have anything else to tell you, except that I submit myself to your indulgence if you notice some oversight on my part. Assuring you that the dedication that you know I have for everything that concerns you will only end with the life of

Your most humble and obedient servant,

Jn Fs Favarger

Enclosed is a letter for my sister. I pray that one of the gentlemen, my colleagues, whom I embrace, will take the trouble to deliver it.

May Mrs. Ostervald and Mrs. Bertrand find here the expression of my respects. Could the little doggie be sick? I dreamt last night that he was dead.

I have just arrived from Mr. Duplain's office. He told me that the character of the third edition had to be the same, that he only changed the old one because it had a defect.

Your letter of the 12<sup>th</sup> of this month has just been delivered to me. I will follow your orders. I am obliged to close this one because the mail is leaving.

[next page is out of order]

...but I would not even give two sous for what I have to draw from it. There you have the good promises made to me by Mr. Duplain. However, I asked him to write to you about it. That is what I asked him once more to do today, and he said that he would not fail to do it. I have the honor, gentlemen, of telling you that I spent yesterday afternoon in the Chambre syndicale. I cannot conceive how this miserable stamping business does not cause more terrible confusions. I have seen a package of the octavo works of D'Auguesseau (I do not know which edition) seized and put on the pillory. There were other crates that they say have suffered the same fate, but, thank God, none of them are ours. At this Inquisitional tribunal I have seen almost all of the syndics who had been quite fair with me. Jacquenod and Rosset have told me that they had spoken to the Inspector General about our Description of the arts. He let it be understood that when the

affairs had calmed down a bit, they would turn a blind eye to this article. They have reassured me about everything, even religious books, as long as they contained nothing controversial. Thus our Bible is safe. In regard to our articles, Jacquenod told me that when you send him his ninth volumes, (for which he has been waiting), you could add one more copy, but I am not so sure. I fear that he will be a double-edged knife. I remember that he has sometimes been for us, sometimes against. I would be careful about committing myself too much to him. He told me that he was forced to take back five or six subscriptions of the quarto edition of the Encyclopédie, but that he thought he could sell them. He said that in general, people do not think that any of the editions have conformed to the prospectus at all, in regard to the execution or to the paper, that there are considerable faults and omissions, and that, without knowing whether it is true or false, the octavo edition from Lausanne is generally considered to be better made. I asked him, however, how one can judge from a first volume out of 32 or 35, which one has spent six or eight months making, and which was, in any case, deliberately [...] ours. To this he did not know what to respond, so I recommended the next volumes. He said had not seen any around here, and that someone had proposed to him to undertake this perilous mission, but he had refused. Mr. Duplain was not a little surprised by the skill of the carriers of this edition in smuggling their crates. He asked me whether I thought any of them had entered here, and I told him that I did not know, but that I was sure that some had passed into Pontarlier, that they must not be far from the capital, and that in any case there were fifty copies in the hands of Robert and Gauthier of Bourg, who, according to their account, smuggled them into town themselves. He is enchanted with this information and, he says, “[We have to get moving -- that is what I will do. They will not

be a little taken in when they send a bunch of decrees.” / il faut trémousser, c’est ce que je ferai. Ils ne seront pas peu capots quand ils enverront quelques magots d’arrêtés.] I avoided compromising Capel and I have followed, God have mercy, your instructions to the letter, which is not easy with him when one there as long as I have been. I forgot to tell you that this third quarto edition is printed in four reams and fifteen quires for which he pays [forty sous for each pressrun of a thousand] with a small compensation for each sheet that is well made and checked upon assemblage. That is what I found out during a conversation that he had in my presence with a foreman whom I do not know, to whom he has sent off six workers, promising me the volumes mentioned above that are to be printed. He says that had 1500 [livres] to gain by printing here rather than with us, but to prove that he has no ill-humor against you, gentlemen, and to prove his friendship, he is willing to accede to your request. Overall, I would be lying if I said that I did not believe he was sincere. He also told me that his effusion before the first volume that we printed [diminished] when he was obliged to admit that some of the ones that had been made, so to speak, under his very eyes, were very bad, least in part. Everything passed, Jacquenod told me, but I do not know whether it is true that while Barret and Grabit published their prospectus that [ ...] our edition, Mr. Duplain, to flatter his subscribers, had given the fourteenth volume free. The latter told me that the fourteenth was not paid, when we spoke of our drafts, but he did not say that it never would be.

**STN TO FAVARGER:**

Lyons, Favarger c/o Mr. Claudel, July 15

Capel informs us that he will leave his charge and that he cannot receive our packages, so you can give his name to Mr. D. The latter informs us by this evening's post that he has opened some of our crates, that he finds our volumes executed in a superior way, that he runs off editions at 4  $\frac{3}{4}$  reams, and that he asks us to allow this third edition to appear under our name. We consented to it, so please be sure to announce it on your route by distributing the advertisement that they will make, unless you notice something that is contrary to our way of thinking or against our interests, in which case you should inform us without delay. Otherwise, ask these gentlemen to give you a couple hundred advertisements, but do not tell anyone of your route. It is enough to say that you have some business in Beaucaire or Marseilles. Do not take any Paysan pervertis, which were ordered by mistake in a letter written to Claudel on Sunday. In the absence of the writer, this book is out of style. As to the Grandisson, it would be good to have 25 copies, and add to your list that it would be good to have in Strasbourg some Dictionnaire de deux nations by König in exchange. Prospectuses of the catalogues have been sent in a crate for Bernard in Lunéville, in case you need them. We are...

**FAVARGER TO STN: #4**

Lyons, July 21, 1778

Sirs,

I have received your dear letter from the fifteenth of the month, which informs me that Capel is not disposed to help us as he helps others. It has been two years since he gave me the same compliment. However, he is still the syndic. He is quite happy that we can easily, very easily, do without him, as you will see below. I will be sure to see Schertz and König in Strasbourg, and I will follow your orders.

The abbé La Serre, who loves you dearly, has asked me to send you his compliments. First of all, he repeated to me what Mr. Duplain had promised me regarding the volume that we are to run off at six quires and the three others of the third edition. They are only worried about the delays. Once again, we must move forward with the 24<sup>th</sup> volume. Not one day goes by that I do not see both of them and that they do not repeat the same thing. This evening, I must go and receive the instructions that they are preparing for me, along with the pamphlets for this third edition that I will hand out to individual customers. The discount is for us, and he would like me to address [the number of subscriptions] for the bookstore owners directly to him. This is something that I will not do, since I only want to correspond with you, and we will always have time to announce the success of my efforts to him from home. By acting this way, I do not see how there could be anything against our interests. He also wants me to speak to several workers on my route and send them to him, which I was obliged to promise him, because of his caresses. However, that is something that I will not do, since I am unwilling to expose myself to risk in any way in regions that are not familiar to me. He assured me that the package has been sent to us, up to the fourteenth volume and that the spoiled sheet requests are enclosed. There are about 40 presses at work on this book, here as well as in Grenoble and Trévoux. I went to the latter on Sunday to find out how many there were. They are six in number, but they

do not have enough hands to make them work. With the exception of several church books, they print nothing in all these presses but the quarto edition of the Encyclopédie.

The book trade is languishing here in an inexpressible way for two reasons: first, because of the impediments to and the abolition of counterfeits, which no one dares to undertake to print or sell; the second is that whoever had some money to invest in books every year or every month has placed it in the quarto edition of the Encyclopédie. Now, since this Encyclopédie appeared a good fifty percent faster than the pamphlet announced it at first, one is forced to set aside this money to pay for the volumes as they appear. In many bookstores, I have seen up to seven volumes that the individual customer had not withdrawn.

That is what has slowed down Mr. Duplain's inflow of cash. However, he has repeated to me once again that we could, without fear, depend on him for our advances, as we pay them out. We will have to see how he manages things. He was astonished by Capel's actions, all the more so because he has subscribed to a large number of the quartos.

Moving on now to Mr. Revol and Co., first of all, they do not want to be responsible for the packages that could be seized, and it is impossible to find any clerk who will do it in the present circumstances. However, they promise, or rather he promises to be as vigilant as possible. He seems likely to take such precautions that our packages will not be in any risk. Here are the precautions that we must take: We must send as much as we can together with Encyclopédie and in standard packaging, as we have already done. We should clearly mark the numbers that must distinguish these packages when they are all together at the Chambre syndicale. They are careful to not open the packages in question,



because when the quarto edition of the Encyclopédie is involved, they only open one or two from the delivery and the acquit is discharged. It is necessary, then, to wait for the delivery of the 24<sup>th</sup> volume of the Encyclopédie, before sending him a certain number of our counterfeits that he will store for us, if we like, in order to re-expedite them to the places where we will sell them. Take note that in the crates prepared this way, it is necessary to put what you want to smuggle into the southern provinces together, and those for the Mediterranean and for the North together, too, and inform him quickly so he can be prepared to take his precautions. As to the crates or packages that we will have to send him, between the deliveries of the above, this is how he will manage to smuggle them in: those heading on the road to Paris will be unloaded at the Croix Rouse, half a league from here, after which he will smuggle another package of other books that he has at this Croix Rouse and that he will take back to customs to have the acquit discharged. That way, our crate does not enter the city. However, it is necessary that the mark and the weight be well indicated. Those for southern France should be unloaded half a league from the gate of Saint-Clair, and the same precautions are to be taken. In any case, this is only to give you an idea of his operations. We will have nothing to do with these precautions, which will be done from agent to agent.

What is important, and what I ask you to inform Mr. Revol about, is to ask Pion of Pontarlier whether, when he is responsible for sending a package of books to a town in northern France or in the Paris area, he could get an acquit à caution for Lyon, and whether he could send it officially, once he received the said acquit, duly discharged by the Lyons office. If that is possible, as it seems likely, the expenses will be well reduced, and Mr. Revol takes the responsibility of discharging them and returning them to him by

mail, since Mr. Pion will have sent them to him, considering the time necessary to go from Pontarlier to here. The crates enclosed will be already packed, since they will not have moved from Pontarlier. Mr. Revol wrote on Sunday and gave instructions to Pion for the crates that we have already addressed to him, so that they will arrive once and for all. If you have any orders, you can send them off without any fear. You can pack crates of any size and weight, inform him of their weight and markings before they are sent, wait for his response, and in return, everything will go well.

One thing I must remark to you is that Mr. Revol, whose only associate is his wife, is hardly known here. He is a young man of slight means, and quite bold. It is true that he seems intelligent, but he should not be trusted too much. I tried to deal carefully with Mr. Claudet and Co., because I do not think that it suits us to abandon them completely. They are, in any case, devoted to our service. They have given me a letter for their friend in Nîmes. I have all of Buchet's bills, including the one you asked me to give him, as well as those that they had on hand, which we must deduct from their account. I also have one of Caldesaigues' bills [de MM] with a letter in my hands for their friend who still has the articles returned by Allemand. As to the association with Guichard, it is finished and they have brought their account receipt to us. Unless he allows some of his bills to be protested, we should be getting paid. That is what I will find out from their friend, for whom I also have a letter.

J.M. Barret was absent, along with his books. I was not able to arrange that with him. I had his clerk turn in all of his spoiled sheets to me, except for the Dictionnaire des grands hommes, which he was not able to find. They are with Mr. Claudet.

Mr. D'Arnal and Co. did me the courtesy of asking for various letters of recommendation. They were charmed to hear from Mr. Duplain that he would no longer bother us about the payments. They seemed to me a little indisposed by the refusal of payment for our last drafts.

I have not finished at all with Mr. Tavernier. He cannot go any lower than L. 7-5-0. He says the quality is beautiful and consistent. He would commit himself to provide us some of the same quality and consistency, at the same price and in large quantity, provided that we give him enough notice. He will provide [for 8... the 20 ...], similar to the one that I have seen him deliver to Duplain and which is beautiful. If you see that the purchases we have made for the year and the quantity we have cannot suffice, it will be necessary to order from him, all the more so because he is the best papermaker here, now that Villard is gone. It seems to me that we should not haggle with him any more. He will not lower the price, and I am afraid that we will need him in the future.

I have seen Dumond: his prices are L. 7-15-0 for the 18 [...], and L. 8-15-0 for the 20 [...]. He does not have any of the second, but he will manufacture more.

Ant. Girard is on his way to Neuchâtel, and the successors of Villard, named Charbonnet and Mouchard, are on their way as well. You can see what you can do about coming to an agreement with them. I have seen Vernange, who says that if you want to give him the order for a font, he is ready to execute it promptly, since he has enough time at present. Enclosed is a list of some articles that Flandin has ordered from me, to be paid in cash at a 6% discount and free of charge to our agent in Lyons, whom I have not named and whose name will be on the invoice.

- 3 L'Adoption
- 4 Dorat
- 6 Commentaire historique by Voltaire
- 3 Effets des passions
- 6 Pensées by Pascal
- 6 Encyclopédie élémentaire
- 4 Les Enfants élevés selon l'ordre de la nature
- 4 La fille naturelle
- 6 La Henriade
- 6 Histoire de Charles XII
- 4 Histoire de Guzman D'Alfarache
- 4 Histoire de Jenny, ou le sage et l'athée
- 6 Histoire de l'Amérique
- 6 Jezennemours
- 8 Les Incas, octavo, illustrated
- 3 [idem] without illustrations
- 4 Instructions de Catherine II, octavo, illustrated
- 2 Lettres cabalistiques, 7 vol.        } at 1 s. per sheet or not at all
- 2 Lettres chinoises 6 [d...]        } “
- 2 Lettres physiques et morales sur les montagnes, which we have in the presses
- 3 Lusiade

I have seen young Mr. Ostervald, who is very touched by the respects sent to his parents. I have letters for several agents. It will be up to them whether they can smuggle things past their Chambre syndicale. Mr. Revol can do nothing except through Toulouse to Bordeaux. There, he is sure of his man. I believe I am not forgetting anything. I will inform you of our business affairs from Grenoble. I leave tomorrow the 23<sup>rd</sup> for Vienne, where I will probably do nothing, since there is only the widow Vedeilhe, who does very little business. I have the honor of assuring you, as well as Mrs. Ostervald and Mrs. Bertrand, of my most humble respects, and I am forever, gentlemen,

Your most obedient servant,

Jn Fs Favarger

P.S. Mrs. D'Arnal, with whom I dined yesterday, would like me to ask you whether her father has returned from the waters.

Flandin's order, continued:

6 Les Hauts grades

4 Le Nouveau Neucastle

3 Piron

3 Oeuvres of Helvétius

2 Oeuvres of La Harpe

- 4 Avis au peuple
- 1 Histoire des découvertes des Russes, octavo
- 2 Principes du gouvernement français, at 1 s. per sheet
- 4 L'Onanisme
- 6 Principes de la justice at 7 s. [he gets them from somewhere else / he has them anyway]
- 6 Requête de Linguet au roi
- 6 Richardet
- 3 Socrate rustique
- 2 Le Passetemps du beau sexe
- 4 Oeuvres of La Mettrie at 1 s.
- 3 Plans et statuts
- 2 Supplément de Bomare
- 6 Le Thévenon
- 2 Gessner
- 4 Eloges historiques de Michel de L'Hôpital
- 2 Essais sur les philosophes et la philosophie by B.
- 4 Essais sur le despotisme at 1 s. per sheet
- 4 Le monialisme at 1 s.
- 6 Dictionnaire du Commerce, Yverdon edition. Try to obtain the octavo in four volumes for him.

Of all the articles above priced at 1 sou, you must not include them if you cannot give them up for this price. He is a strange character who knows the value of books. If, he

says, our edition of Robertson is beautiful, he could well take a couple of hundreds, but we must not overwhelm him, or rather, we must not write to him with our offers of service. He does not pick up letters. We must give orders to our agent to let him know of our new books, but we can give him an invoice directly.

Los Rios has paid me L. 8-15-0 for one copy of the eighth volume of the Arts, and L. 7 for the other copy of volume 1. Mr. Bosse delivered it during his voyage to see Mr. D'Echerrey. He still had the octavo volume at his place, which I had stored at Mr. Claudet's shop. Since Mr. D'Echerrey is not from here anyway, I do not know whether it is free or how he got this subscription. You must give your orders to the [d...] Mr. Claudet. Los Rios asked me for the articles below, which we must not send at present, but instead, wait for him to give us another list to add to it. We must address things to him directly, because he takes responsibility for the risks. He will pay in cash, but with a 10% discount, or not at all. One cannot go any higher here, where there are mountains of books that do not sell.

3 Burlamaqui octavo

6 Dorat

6 Gessner

4 Descriptions des plantes de Suisse

4 Eloge de L'Hôpital

6 Education des filles

6 Robertson

4 Histoire philosophique by Voltaire

3 Lectures pour les enfants

1 Oeuvres of Voltaire 48 vol.

12 L'Onanisme

Furthermore, Los Rios ask us to procure for him the seventh volumes, as well as the following ones that are missing from a copy of the Oeuvres of Voltaire, Lausanne edition, for which he will pay, like the other one, 30 sous per volume.

Barret says that we owe him for a copy of the Arts, volumes 2, 3, and 8 -- the first two for not having provided them to him in time, and the latter because he sent it back, since it was stained and had holes in it. He asks the [Office] to send it to him. That is what his clerks asked me to do.

M. L. Prosser asks that we include the articles below in the first crate that we send. They need them in a hurry, because if we wait more than a month, they will be of no use.

2 Dictionnaire de la Suisse with map

1 Histoire de l'Amérique

1 Oeuvres de Maintenon, 12 vol.

1 Opuscules de physique

4 Voyage en Dalmatie

1 Voyage en Espagne

2 Voyage en Sicile et à Malte by Brydone

1 Voyage pittoresque aux glaciers de Savoie

2 Voyage sentimental



He will pay for these articles after their delivery, along with the money that he owes us for the Description des arts.

The Périsse brothers ask us to take note of the following errors that they verified in our last package:

12 La Vie de Tristram Shandy has only 27 sheets instead of 28 difference [sheet] [12]

6 Miroir d'or \_\_\_\_\_ 30 ½ \_\_\_\_\_ 35 \_\_\_\_\_ [3]

3 Beaumarchais \_\_\_\_\_ 7 \_\_\_\_\_ 6 1/3 \_\_\_\_\_ [2]

2 Voyage by Viand \_\_\_\_\_ 20 \_\_\_\_\_ 19 \_\_\_\_\_ [2]

12 Sternheim \_\_\_\_\_ 25 ½ \_\_\_\_\_ 24 ½ \_\_\_\_\_ [12]

6 Lettres chinoises \_\_\_\_\_ 12 112 large instead of small paper [13-14-6]

4 Vie de Hume [by Deffand] \_\_\_\_\_ [8]

3 Oeuvres of Dorat that were removed from their crate \_\_\_\_\_ [25-4]

3 Third part of the Vie...de Sébaltus instead of the second that was sent to them

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L. 40-14-6

Of our order, they can only provide 25 Contes by Marmontel. I have not been able to take sheet F, which is missing from this work, because Mr. Schwartz forgot to say in which volume it is missing. I was unable to know what they thought of the quarto edition of the Encyclopédie. They are very reserved, these gentlemen, but they agree that there is nothing in all of Lyons, except some paltry things and the quarto edition of the

Encyclopédie. They have also told me that one of the syndics in Besançon had asked them for some information to cooperate in a Chambre syndicale, so take note that their Chambre is established.

In addition, the Périsset brothers ask for the sheets O, P, Q, R of the Plans et statuts, volume 2, with the frontispiece of an Essai sur le plaisir. We must credit Mr. Claudet for protesting the following:

No. 1306 et 1035, 2 bills from Barbet that they gave me \_\_\_\_\_ L. 6-10-0

No. 1199. That of Caldesaigues \_\_\_\_\_ idem \_\_\_\_\_ 2-8-0

L. 8-18-0

Enclosed are the proposals for exchange with Grabit. See whether there is a way to conclude the deal. Please let me know what you have [taken] so that I can offer it.

Paulian, the papermaker on Lanterne Street, will furnish us with paper of L. 17-18-0 for [7.10 franco d'embs...mais pris à Lyon.] As to the paper of 20 [...], he produces it, but he does not know the price. I have seen some in his shop that is quite beautiful, that is to say, thin. He did not have any of the thick kind. He seems less easy to deal with than Tavernier.

Mr. Bon of Sirène Street wants to write to the papermaker who had furnished us with the beautiful [d'envoi] of Mr. D'Arnal, to ask whether he can make some for us and how much. He supposes that it will be for the same price, and regarding his supply, he will be content with very little. He seems to be an honnête homme, and inclined to serve our company well.

Joanin is traveling. The widow Bernard, Vacher, Troiller, Forcy, Charbonnet -- these are worthless little papermakers.

Castex: submitted a catalogue and pamphlet, but he will probably do nothing. Same for Cizeron.

Collier says that he has never subscribed to our journal. Someone offered it to him to make it better known, but it did not do well, and he says that there is nothing to do but to put off the delivery. He offers to return all the notebooks that he has of it, because he does not want to pay. He continues to ask me for the Description des arts on credit, but I have been advised not to provide it to him. He says that he paid for his octavo volume of the Arts to Mr. Bosset when he settled things with him, but he was not able to show me his receipt.

G. Renaud proposes to exchange the following, but for the prices in his catalogue, like Grabit, and these prices are 25% higher than by the sheet. He told me that if we were willing to accept the sorts of books that he offers for those that he asks for, he would set the price in a direct letter to you. He probably feared that I would sell some here. He will accept them at our catalogue price:

for:

50 Dorat	<u>Clarissa</u> , 14 vol. illus. 1777 Paris edition, quite beautiful,
40 <u>Jezennemours</u>	<u>Richardet. Grandisson. Bijoux indiscrets</u> ,
25 <u>Plans et statuts</u>	<u>Lettres juives</u> 8 vol., <u>Paysan perversi</u> , <u>Oeuvres</u> of Vergier,
50 <u>Vie...de Sébaltus</u> 12o	2 vol., <u>Vérités de la religion</u> by Abadie, 3 vol.,
25 <u>Tristram Shandy</u>	Catéchisme de Montpellier, quarto. <u>Télémaque</u>

30 Voyage à l'Ile de France in Italian, 2 vol. Lettres péruviennes Italian and French,  
 50 \_\_\_\_\_ by Brydonne octavo, Voyage by Cooke, 6 vol. octavo, Antiquité  
dévoilée, 3 vol. Chirurgie of La Faye 12o, Corneille, 10  
 vol. 8o. Histoire du chevalier Le Blanc, 3 vol., Histoire  
de l'Asie, l'Afrique, etc., 15 vol., 12o and 5 vol. quarto,  
Tom Jones, 4 vol. illustrated, 1777.

Gentlemen, try to correspond with him and with Grabit about these two objects. These spoiled sheets are with Mr. Claudet.

Until today, Jacquenod promised me that he would pay the balance of his account and at present, he is putting me off until the next payment, which is the time when we can draw on his account. He is missing a copy of the eighth volume of the Arts, which we must send him sometime, since he has only received four, instead of the five that he should have. Around here, they do not think that Condillac is a good book to reprint. They say that Barret still has some of his edition, but an edition of the Oeuvres of Riccoboni, copied from the Paris edition, would sell well. This work is still doing well. They do not recognize the work whose title was given to me by Vernarel. No one wanted it.

**FAVARGER TO STN #5**

Lyons, July 23, 1778

Sirs,

Even though I do not notice anything in the circulars and prospectuses that Mr. Duplain has just given me to publish and to collect subscriptions in your name that could be detrimental to your interests and contrary to your way of thinking, I am still sending you a copy of them. I beg you to read it over again and make observations that you will be kind enough to send to Marseilles, since I do not suppose that your letter could reach me anywhere but there, to the address of the Roubert brothers. In the meantime, I will distribute some of them and collect subscriptions if I can, by using the usual formalities. As you know, the ones meant for individuals will be for our account, as far as the profit is concerned. The others, of which there will be none, will contact Mr. Duplain, who wants me to refer them to him directly, which I will not do, since I do not want to correspond directly with him.

For the rest, I have nothing else to say, except that I have seen all the small book dealers in this town, but I have not been able to do anything with them, except for the ones I told you about in my last letter, to which you can refer. I leave at two o'clock in the afternoon to spend the night in Vienne, God willing, and then continue on my way. I have been in this city for quite a long time, but when one goes to speak to these gentlemen, they never have the time to listen. It seems like they have empires to govern, but actually, they do not do anything. I will make more progress in the other towns, where I have only to offer my services.

I have the honor of assuring you of the perfect devotion and respectful consideration with which I have the honor to be, Sirs,

Your most humble and obedient servant,

Jn Fs Favarger

I was obliged here to make a suit and jacket of voile fabric to go to Provence. Since the funds were running low, I took six louis [nf] from Mr. Claudet, who offered them to me. I should have taken them from Mr. D'Arnal [but I had...before I even noticed.]

### **STN TO FAVARGER**

Marseilles, c/o Roubert brothers -- Mr. Favarger, 25 July 1778

We are responding to your two letters, #2 and #3 from the 11<sup>th</sup> and 15<sup>th</sup> of this month. We have taken advantage of your information about about Robert and Gauthier and we have written to Mr. Reyledet. Bourg recommends our letter to Vernarel. We have not received the book entitled Lois et Constitution, etc. You would oblige us by sending it to us promptly, as well as any other new books that you get a hold of. We have received Duplain's volume and none of the spoiled sheets that we have been demanding for so long. We are delighted to see what you wrote about the four volumes to be run off at 6000 and the three at 2500. You have forgotten to add a sample of the type and of the [typographical execution]. If you find it again among your papers, you will greatly oblige us by sending it to us and recommending it to Mr. Claudet. We forgot to write down in your notebook that we have 5 folio Bibles from our former edition in Nîmes, in Mr. Gaude's shop. They are defective ones that they are keeping for us. If this letter reaches

you in time, we ask you to collate them and to indicate the spoiled sheets to us so that we can complete them and you can sell them, if possible. We are still waiting for a letter from you this evening. That is why we will not close this one. We have received at this instant your letter #5, but #4 has not reached us. Perhaps it will come tonight by the French post. [We consider Mr. Duplain's plan to be a good one.] Your enclosed letter for J. J. Favarger will be given. We send you our greetings, etc...

### **FAVARGER TO STN #6**

Grenoble, July 26, 1778

Even though the deals I have made since I left Lyons are not very considerable, I still wish to have the honor of communicating them to you. First of all, I shall have the honor to tell you that I saw the widow Vedeilhe in Vienne, who, as I have been assured, is very good, but she does very little business. Since she is close to Lyons and is in a very small place, she must be satisfied with the Périsset brothers for the little that she buys. I gave her a catalogue and a prospectus of our items anyway. As to the latter, she assured me that she had passed on the one I gave her two years ago to those she thought would enjoy it, but without success. She promised me, however, that when she needed some of our items, she would order them directly, without going through the Lyons dealers, who sell them to her at a higher price.

She sold 48 copies of the quarto Encyclopédie, and the same is true for Vienne as for Lyons. They do not buy any other book. I gave her a prospectus of the third edition, and she will tell us how well she succeeds. It seemed to me that she wanted to do business

with us, but it would probably still be very little, and what we will send her will be free of charge to Lyons, without any risk for her.

Brette, from here, has ordered the articles in the list below, which contains the prices. However, once I saw it, I declared to him that we could not give up our rates of one sou per page, as they are stated in our catalogue. Then he told me that we have only to send things to him, but free of charge to Lyons, and at the lowest prices possible. Since it is a small amount, he will pay it in cash with the discount that you will be kind enough to mark on the invoice. He does very little business, except in new books from Paris. I should inform you that he does not pick up any printed matter from the post, for fear that he will be overwhelmed with useless postage fees. In his shop, I saw the Lois de Pennsylvanie, which he says is not enjoyed here. It is nothing but a jumble of regulations, and that is why I am not sending it to you. That will only sell as a new book, but what is considered good to reprint is the Dictionnaire de chimie, the edition that is augmented by two volumes, which is to say that the whole work will have four volumes. The first two have appeared and the rest are in the presses at Didot's company in Paris.

Cuchet is printing the Encyclopédie. The poor boy has incurred immense expenses to stock up. He had five new presses built, which he says cost him L. 480, and a new font. He has already done the seventh volume. At present, he is doing the nineteenth and has copy for the 27<sup>th</sup> volume. He believes that later, he will still have time to make a fourth [volume? edition?], which I doubt, although I did not tell him so. He has nine presses working on it. I was unable to find out how much he pays the workers, but what he did tell me is that, having gotten such low prices from Mr. Duplain, if he does not have a fourth volume to do, after the three, he will find himself with a lot of presses that he will



not be able to keep busy, a worn-out font, and no other advantage than the glory of having printed the quarto Encyclopédie. I do not know what his prices are. Enclosed is a sample of his printing, which in general is not absolutely bad, but you will notice that there is one side that is better than the other. Anyway, it is taken from a sheet at random without his noticing it. I was well guarded at his place. I recognized some workers there who had worked with us, with whom I was not able to speak.

His papers seem quite beautiful and well selected to me, but he cannot earn anything from them. Gave him a catalogue and prospectus.

The widow Giroud is always quite good. I gave her a catalogue and prospectus. She finds herself well stocked with our articles, I do not know from where. When, she says, she needs them, she would rather get them from us than from others, if the prices are equal. She appears disposed to do business with us. She already has 26 subscriptions for the third edition, and she would do as well if one could persuade those responsible for the Yverdon quarto edition to take back the same number of the first fourteen volumes that the subscribers here have in their hands and whose following volumes were abandoned. Perhaps the Société Typographique de Berne, [ou Defélice] would be glad about this, since I know that they have quantities of disencumbered volumes. It is the last ones, rather than the first ones, that should remain with them. If you think it appropriate to make these overtures to them, please inform the widow Giroud. This would be a way to procure subscriptions for the Neuchâtel edition, of which I gave out prospectuses to everyone I have seen.

Faure is a royal printer and only makes [documents/public notices], and he is the one who sold his stock to Brette. He does not deal at all in books.

Arnaud, printer, is also not good. I have been advised not to deal with him, so I have not seen him.

I forgot to tell you from Lyons that Pellet films of Geneva wants to sell four of his presses, which are said to be like new. If you still intend to acquire some, you could contact him. It is Jacquenod who told me that. I will leave from here tomorrow morning and spend Tuesday night, the 28<sup>th</sup>, in Valence, then I will pass through Chomérac and Privas, places for which I have letters from Mr. D'Arnal addressed to some good merchants. There is a great number of Protestants in this area. I will do what I can for the Bible and the others. I am honored to be, with a profound respect, Sirs,

Your most humble and obedient servant,

Jn Fs Favarger

**FAVARGER TO STN #7**

Avignon, August 2, 1778

Sirs,

This letter, like my last one, will not announce much more than my safe arrival in this city last night. From Grenoble, I moved on to Valence, where I saw all the printers and book dealers, including Aurel, whose credit is starting to go down, although there is nothing to fear yet. However, I have been advised not to trust him before he has settled

his debt with us. I saw what he has to pay in his notebook. Next year he is in for about L. 900, and I think that it is all he can do. When I asked for his bill to settle his balance with us, he remarked that he had been charged too much for the binding of the Testaments, that he pays as much for them when they are bound in parchment, spine and corners, as he would if their were all in leather. Consequently, he asked me for a discount of five sols for each copy, which would come to L. 50 for the 200 copies that he has received. He is forced to ask for this discount because the books are not selling at the price that they cost him. Indeed, I saw them all still in his shop, as well as a large number of the folio Bibles that we sent him. That is why he cannot subscribe to our new edition.

Since I was not willing to give him the discount he asked me for, please have the kindness to write to him and explain your sentiments on this matter. Once it is agreed upon, he will make his bill payable at a limited term, which must be sent to Mr. D'Arnal so he can send it to Mr. Alexis Bouvier,

[following page missing in the original]

their correspondent in Valence, who has promised me to make him perform his duties and watch out for our interests.

Muguet is very solid. Gave him a catalogue, but I do not believe he will do anything with us. He did the same thing this time as he did when I saw him two years ago: he did not even want to look at our catalogue. All he could do was to tell me that if he needed anything, he would ask.

Viret is a printer and does not sell books. Anyway, in Valence, it is Aurel who does the most business, but he is burdened by his family and hardly earns anything. That is not the way to advance. Visiting Comérac and Privas, where there are some good Protestants,

I offered some Bibles and other religious books to the Gret brothers, who are very wealthy silk manufacturers. Gave catalogues, and they will give them all to their fellows for us and then they will let us know the results.

Montélimar has no other book dealers than Boutault, who is very solid, but he does so little business that he does not have any book brought in from anywhere unless it is ordered by an individual. Nevertheless, in the end I was able to give him a catalogue after all.

There are no book dealers in Viviers. A travelling dealer from the Vivarais, whose name and address I was unable to discover, brings books to sell here and in Montélimar, three or four times during the year.

Orange only has someone named Jouit, a wigmaker by profession, but who sells church books and nothing else. Calamel, who [end of missing page] is listed in the Almanach des libraires, is a merchant from Scotland who once sold books but now has none.

J. Vernet is dead. Messrs. Regard, father and son, who are Protestants, and to whom I have been recommended, took the responsibility of informing people of our Bible, etc. to their fellows, in their town as well as in Carpentras, where there are also no book dealers, and where I did not go for this very reason.

Now the fair in Beaucaire is over. I will not go there, because without fairs, it is an awful hole where I will not do anything.

I am expecting to receive one of your letters in Marseilles, at the address that I indicated to you in Lyons. From here I am going to Cavaillon, Apt, Aix, and Toulon without passing through Marseilles, because I would have to make a detour. If I do not have a great deal to tell you, I will not write to you when I leave this town, where I have

not seen anybody. I will wait to inform you of my arrival or departure from Toulon, because what is the use of multiplying the postage fees?

I have the honor of assuring you of all my dedication to your service and of the respectful consideration with which I have that of being, Sirs,

Your most humble and obedient servant,

Jn Fs Favarger

**FAVARGER TO STN #8**

Nîmes, August 8, 1778

Sirs,

You will be surprised to receive this letter from Nîmes and not from Toulon, as my last letter announced, but having found out in Avignon that Buchet from here wanted to go to a fair in the Cévennes on the 10<sup>th</sup> or 12<sup>th</sup> of this month, I thought it my duty not to miss it, and in fact, I was able to find it. I will come back to him in good time.

To follow the series of towns on my route, I have the honor of informing you that when I visited Chambeau, printer and book dealer from Avignon who is said to be very good, he told me right away that, having looked over our catalogue, when we had items that suited him, he would exchange them for his. I responded that it was not for exchange that I offered our articles, that it was not our custom to exchange from so far away, and

even less for Avignon editions, and all that in the same tone in which he had given me his remarks. I left him thus, no more satisfied with him than he was with me.

Offrey, book dealer, is mediocre, but he does not want to do any business in Switzerland, he says, because our prices are one sou [contre argent] and that he can obtain at least a price that is better by one third from his compatriots.

Dubier is mediocre, too. He deals in nothing, he says, but complete works. I proposed to him the Description des arts et métiers, for which he will try to get some subscriptions. He claims to have a market for the Bible. He will take fifty when it is finished.

Faber is quite good. He does not print at all. Gave a catalogue and prospectus, etc. He does not seem to want to do much business with us. However, there are many articles in our catalogue that they have liked. He may well give them a try, which I encouraged him to do. He is one of the people in Avignon who have seemed quite honest to me, because I have seen many others who can hardly be trusted.

Mérande is quite good. I gave him a catalogue, which he did not even want to look at.

Garigan is mediocre. Below, you will find his proposals for exchange, which, even though they are not sheet for sheet, I would advise you to accept because what he offers, for example, the Dictionnaire de l'Académie, sells currently for L. 24. A sample is enclosed. It is quite good, but it is not finished yet and will not be until the end of November. The Mém. du clergé sell for L. 130 - 150 bound, and he takes 30 Molière and 30 Piron, although at 1 sou per sheet.

Aubanel is mediocre. He will not do anything in cash. He offered to exchange an Anti-dictionnaire that is said to be quite good, along with a Recueil de tactique. I have the titles, but I think that this deal does not suit us.

Niell is a good printer, but he is absent. Gave him catalogues, prospectuses, and titles.

Seguin is quite good, too. He gave me his general catalogue. In exchange, he will give us whatever we want, even articles from his stock, on the condition that he be allowed to do the same with us. Once I looked over it, I only found a few articles that I know are good. Since it is not urgent, I am keeping the said catalogue to give to you upon my return.

(Mediocre) The Bonnet brothers are considered very honest people, which is a bit rare in Avignon. Like all their fellows, they will not [pay for anything in cash]. They have a large octavo edition of the Oeuvres of Buffon in fourteen volumes with many drawings, the Sermons of Massillon in 13 volumes, small 12o edition, both of these editions not badly executed at all, which they will exchange sheet for sheet, with the illustrations counting as two sheets, for 50 Molière, 50 Piron, 50 Dorat. The last one could be omitted. They have an edition of the Nuits clémentines (continuation of the Lettres de Ganganelli), which is said to not be worth much. Perhaps it will sell because of the Letters. They will give them up if we want them. This exchange does not seem useless, because of the first two articles that they want from us.

Guillermot is very good. Even though he was in town, I was unable to find him, even after dropping in five or six times. Left him a catalogue, prospectus and titles, etc. I do not know what that will produce. I was recommended here to Mr. Chambeau, court attorney representing Mr. Claudet. He is the gallant gentleman who helped us out in regard to Guichard, who is from here. I told him of your gratitude, and he gave me a letter for a friend of his in Marseilles that I will consult about the affair of Caldesaigues.

I have also been recommended to Mr. Bouchet and Co. by Mr. D'Arnal. Both of these gentlemen have told me that Guichard is rebuilding. Mr. Bouchet and Co. had the second bill in their hands, which he requested to pay in a term of one month, and he settled it. He is waiting every day for the last of his bills, which should have been due the second of this month, and it was not presented to him until the fifth. I do not know where this bill is. Mr. Claudet and Co. do not have it. Could it have remained in a portfolio? In that case, it should be sent immediately to Mr. Bouchet and Co. in Avignon who should [send it to us] immediately, because it will be paid. The latter took responsibility for collecting the bills for the Encyclopédie, for the Arts, and for the Bible. They already have a sum for the first and two for the second. Since these people are very active and the house is very solid, I granted them the same advantages for these three objects as the book dealers. They will collect in Carpentras, Cavaillon, Orange, and in all the surrounding areas. They will inform us of the success of their operations. One cannot doubt their activity, because since my stay in Avignon, they have done what you see below. When I was in their shop, I saw a merchant from Apt who said there is no book dealer there, except for a certain Sorret, whom no one can trust with L. 6 without him arguing over half of it, either from bad faith or from inability to pay. There is a binder that he would not trust with 5 sous. I am determined, if it takes me out of my route to Toulon, not to pass through there, all the more so because Mr. Bouchet and Co. are responsible for gathering subscriptions there for the works mentioned above.

P. Guichard, despite his mediocrity, seems like an honnête homme. He works a great deal. He has a printing shop with two presses. He produces novels, such as Confidences d'une jolie femme. He has an edition of it that he offers to exchange by the sheet. He



gave me an order of about L. 1100, half in exchanges, half in money, for which I said you would wait and see how he would pay his last bill. Since he is not in a hurry, I am keeping his order in the original until my return. If you want to deliver to him, you could contact Messrs. Bouchet, who will take care of our interests.

Many book dealers from Avignon believe that the Dictionnaire des grands hommes that is being produced in Paris in four volumes, octavo edition, would be good to reprint. They flatter themselves that their counterfeits will be stamped like in the French towns. They have appealed to Mr. de Néville, who, according to what they say, listened to them favorably. Considering that the Comtat is completely surrounded by France, if they are able to sell anything more, this branch of commerce would collapse completely and would ruin everyone. This is why they hurry to make counterfeits. I was unable to discover what is done there, because I have been under surveillance everywhere. All I know about their operations is the Dictionnaire de l'Académie that Garigan is offering us for L. 18, which is the same one that Gaude is offering us here for L. 24. His price is L. 18 at Duplain's, who sells cheaply. I have seen three or four of his invoices amounting to this price, and his edition is not as good as this one, far from it.

I will travel from here to Uzès. I only have four leagues to go, then I will return here and go down to Aix and Toulon, and afterwards to Marseilles, where I will doubtlessly find one of your dear letters. However, it is necessary, above all, to recover from a fine case of scabies that I have caught, despite all my precautions, I do not know where. I will have myself bled one day and purged the next. The surgeon that I consulted advises me to do it. I greatly regret the loss of time, all the more so because my business is more or less finished here. Buchet from here received a letter from the son-in-law of Mr. Fauche,

dated from Montpellier, that says he has been sick for three weeks. The heat has overcome him, but not me, thank God. I would be fine if it were not for this cursed scabies. My horse continues to go along his way. He is as healthy as when he left Neuchâtel. He has no problems, except for cutting his front legs. I had him shod and reshod in different ways. I was not able to make him overcome this problem.

Now, about Nîmes. Having been recommended by Mr. D'Arnal to Mr. Montaud and Co., they gave me all the information possible about the book dealers here, and first of all Mr. Gaude and Co., who still enjoy good credit. Once I saw them, they proposed the exchanges below, for which they did not want to bargain. In regard to their Dictionnaire de l'Académie, even though I told them that we would not agree to this arrangement, they still begged me to send them to you. They are waiting for your response. When I noticed the apostil that they put at the bottom, I saw that the commission of a hundred écus would be given only on condition of the said exchange, so I persuaded them to give it even if you refused, which [cannot fail to happen]. Thus your negative response should produce the said commission in cash, since I did it in advance, and it will come, because they need Piron, Molière, and Dorat. They still have fifty of our first folio edition of the Bible. They will hardly take any interest in yours before these copies are sold. I would be charmed to renew our relationship with them. They are amiable people.

Sirs, please do not forget to tell them what your prices would be per printed sheet, 12o as well as octavo, run off at 1500 or 2000, and also the quarto and folio editions, etc. Would it not be more than one sou per sheet? It seems so to me because to sell to a good company, to get paid as the work is done, that is worth something, especially for the

printers of these regions, who are always starving for money, and this is how the book dealers know how to make the most of their cash.

Gaude and Co. are charmed by the taste, the correctness, and the manner in which our editions are handled, and they want to occupy our presses, if the prices suit them. At least these are the sorts of things they made to me.

M. P. Rabeau is touched by the memory of Mr. Ostervald. He will work with all his might, as well as Mr. de St-Etienne, his son, to sell our Bible. I gave them prospectuses and they gave me the addresses of ministers of the towns through which I must pass. Tomorrow, on Sunday, I will go listen to him preach in the desert.

As to Mr. Dubois of Tonneins, he is most dreadfully sorry that we rubbed shoulders with such a bad character. He has created, he says, a schism among the Protestants in the provinces he lives in, which sooner or later will not fail to divide them and cause their total ruin. In any case, he is scorned by the respectable people that he knows. The poor man cannot see how he can get himself out of the hole. Perhaps if he is well recommended and on the premises, I will see. I am determined to show no mercy.

Beaume, a printer from here, is quite good, but he only makes and sells church books.

Belle is also good, but all he does is print [mandats: proxies, warrants, drafts], etc. and he does not have a shop.

Duyrat the elder, Duyrat the younger, Fernel, are absolutely worthless. I did not see them.

Now, about Mr. Buchet -- before seeing him, I thought I should gather all the information I could about the state of his affairs. Mr. Montaud and Co. told me that it is a rather obscure Chambre. He makes important deals, his activity is unequalled, and he has

always paid well until this delay. He has just married a second wife who will bring him some assets, but he does not have them yet. They think he has been too enterprising. For example, he has bought a house that costs him 20,000 francs, for which he will pay partly out of the funds from his business, but according to the information that they were kind enough to gather (people who know him better than the others) they believe he will honor his word. Mr. de St-Etienne is not of this opinion. He advised me to take the money that he may have, or instead, to give him a discount that will force him to pay us, but my proposal was useless. He has no money. I saw in his balance sheet and in his books, which are well-ordered, that in fact he did lose a great deal and he attempted to get a delay of four years for a sum of 8000 francs that he claims to be certain to be paid in time. He is in for about 5000 francs, which will be returned to him in a few years. He showed me the letters of his agreements with companies in Paris, Switzerland, Lyons, and Avignon, that have all agreed to give him the term he is requesting. Mr. Fauche is in for L. 3600. The Bonnet brother of Avignon for L.4070. Those are the two largest ones.

One remark I must make is that this man has 20,000 livres to pay in 4 years. It is a bit much for a provincial book dealer. It is true that he is raising what he has in the shop to very high sums, although I do not know what standard he used for making his assessment. That is the custom of book dealers: they have no égaleurs authorized by the magistrate or anyone else. What displeased me about this man is that he is reputed to be a liar, even though I did not notice this, and in addition, his wife does not know anything about the disorder of his affairs. After many long discussions with him, I made him all sorts of offers. This man constantly repeated to me that he could not accept without difficulty and perhaps troubling his business, or rather, putting it in an even worse state, if

he agreed to shorter terms than those in the enclosed note, which conforms exactly to all of those he made with all his other creditors. He said that, moreover, he preferred to accept a [mark-up] and to pay the interest, rather than risk having new protests made. He hopes that you will not treat him more harshly than his other correspondents, including Mr. Batilliot, who very courteously agreed to it in a letter that he wrote to him, and which I saw. In any case, gentlemen, I firmly believe that if he were prosecuted rigorously, he would pay, so if you want to do it, have the kindness to contact Mr. J. Montaud and Co. from here, who are kind people who will do anything for us, with the recommendation of the company that recommended me to them.

You will find, perhaps, that I gave you a great number of minute details about Buchet, but they seemed likely to influence your decision about him. You will see in the [contrecompte] that he provided to me that he claims that the bill of L. 144 from October 23 of last year for the end of April is one of those he had given us as advances on the Encyclopédie, and which we did not want to accept, since we had made a draft of L. 288 on November 19 for this purpose, which I saw settled in his shop, as we urged him to do in one of our letters. If that is the case, [...]. I asked him to settle it for our signature, which he promised to do. I noticed that in his account, he has not covered the protest fees that he caused us to pay. We need to indicate that to him. Those for the bill that I took at Mr. Claudet's place are L. 6-10 and I added 20 s. for the postage of our letters. I am not sending back the protests to you, to avoid increasing the postage on the present letter, which, as I notice, will be enormous.

This man is clamoring for the first volume of the Bible, for which he already has 20 to 30 subscriptions at L. 27. At the moment it is sent, he says, he will give us the remittance

payable in three months [sur Paris, ou Lyon en paiements]. We could deliver to Mr. J. Montaud and Co. without it being turned over to him, except by a precise order from us. See about responding to him about this matter. In this region, they are waiting for a beautiful edition of this book. to appear. Sirs, please examine the paper for the plates once again. If it still seems mixed, it would be better to put in some of the other, especially because this is the right season to procure it. In case there is an agreement with Buchet, he will take once again 26 for 24 Encyclopédies, which he would pay for right away. It is only appropriate to tell you that Buchet paid one of our drafts, an earlier one than the draft from November 19, which was also for L. 288 for 26 for 24 Encyclopédies. This seems to be in order. In this matter, it is up to you to decide whether to verify it and what to respond.

Regarding his other creditors, I am quite sure that he does not favor any one over us. With things being as I have described them to you, I am, gentlemen, with the respectful sentiments that are due to you,

Your most humble and obedient servant,

Jn Fs Favarger

I should tell you that the dealers of Avignon use the address of Mr. D'Ard, agent in Vienne in Dauphiné, which circumvents the Chambre of Lyons. Mr. Fauche uses a certain Decourt, Neuve street in Lyons, with whom Vittel put him in contact. I recall that he offered me his services two years ago, knowing that I was looking for an order in

Lyons, but I had an agreement with Mr. Claudet. I think I will get a hold of Mr. Fauche's clerk, who is said to still be in Montpellier. This would not be bad news. He offers our articles at a lower price. In any case, I do not want to rush forward [and make a mistake], but he is staying longer than I am. However, until now he has, like me, only made exchanges.

[...] For our sake, we have nothing to fear in regard to him, it is up to him to deal with it.

Proposals for exchange, from Mr. Garigan of Avignon. He will take:

6 <u>Lettres chinoises</u> , Lausanne edition	at 1s. per sheet
12 <u>Comptes faits</u> de Barrême, if they are available	24 s.
6 <u>Manuel de la jeunesse</u>	[2-10]
6 <u>Manuel d'un jeune chirurgien</u>	[3-14]
6 <u>Mémoires de Noailles</u>	[5-4]
6 <u>Muses helvétiques</u>	[1-3]
30 Piron	[10-12]
30 Molière	[10-15]
3 <u>Oeuvres</u> de La Harpe	[2-18]
6 <u>L'Ordre des Francs-Maçons</u>	at 1 s. per sheet
12 <u>Avis au peuple</u>	[0-37]
12 <u>L'Onanisme</u>	[0-12]

6 <u>Le Nouveau Parlement</u>		[0-10]
25 <u>Psaumes</u> de Fauche		[0-25]
6 <u>Recherches sur les Américains</u>		[0-5]
6 <u>Sermons</u> by Chatelain (they are not selling)		[5-9]
6 <u>Sermons</u> de Durand		[5-10]
6 <u>Plans et Statuts</u>		[1-19]
1 <u>Théâtre français</u> (if you want)		[17-18]
6 <u>Thévenon</u>		[1-1]
12 <u>Voyage à l'Ile de France</u>		[27-7]
6 <u>Voyage de Pockocke</u>		[5-19]
6 <u>Voyage en Sicile et à Malte</u> [translated by Brydonne]		[1-19]
25 <u>Voyage de Robertson</u>	These three articles were	[3-15]
12 <u>Histoire philosophique</u>	} added at his place during my absence	[0-18]
6 <u>Oeuvres d'Helvétius</u>	I did not promise them to him.	[0-6]

For:

Dictionnaire de l'Académie, which I mention in the letter at 18

Mémoires du clergé, pretty edition containing about

1800 to 2000 sheets, 14 quarto volumes. We will sell

a couple of copies for L. 120. That is his price in cash.

Le Maître italien, octavo, 34 francs for 34

Dictionnaire domestique small text, 3 coll. } I did not promise

to take them. Very beautiful edition. 3 volumes 8o for 6 l.



**FAVARGER TO STN #9**

Marseilles, August 15, 1778

Favarger 26/29

Sirs,

I received your dear letter from July 25, which informs me that you found Mr. Duplain's project to your liking, regarding the third edition of the Encyclopédie, which delighted me. However, it distresses me that, despite the very positive assurances that were made to me by Mr. Duplain, Le Roy, Le Jeune, and the one who puts the articles aside for the expeditions, they did not add the spoiled sheets to the last package that they sent to us. I have noticed that there is some disorder in their packages, since several book dealers that I have seen have told me that in many instances, they received certain volumes instead of others, plus a number of very dirty sheets with many defects.

It seems to me that he has too few people, because the only clerks he has are the two brothers Le Roy, a bookkeeper, and the older Le Roy is almost always traveling. He took the same route as I did, and he must now be in Bordeaux. In the shop he has two assemblers, three women to collate, and his servant to put things aside, etc. Le Roy has taken many subscriptions in these parts. They are waiting for the first volumes to appear before they order more. That is why I am not getting any subscriptions.

I have yet to hear anything good about the octavo edition. I heard in Nîmes that some crates were seized in Toulouse. That is what I will have the honor to inform you.

Everyone asks me for the Mémoires of Jean-Jacques Rousseau. It is firmly believed that they exist, not in Paris, but in Holland. That would be a book to [run off at 3000]. If we were the first to have it and to announce it in a circular to all our best correspondents, everyone would order it, even in cash. If you still have the journal from Paris that appears every day, you will have seen in No. 211 of July 30 a sample that they claim to have taken from the preface, and people believe they recognize the author's style. It is Mossy from here who has given me this enlightening piece of news. I saw him upon my arrival, since he is of the best ones here. He is writing by tomorrow's post to Roy of Amsterdam about this matter. You would do well to write, too, in order to procure it and announce it to him as soon as the copy is sent. He sells a lot, as do Sube and La Porte. Those are the best companies here.

In regard to the sample from the Encyclopédie, Mr. Duplain tells me that the character would have to be the same, that he only changed it for a volume of [2000] to avoid disturbing the numbering [at 6/M]. That is why I went to find Vernange -- to warn him in case we needed a new font.

I am worried about my letter #4 that did not reach you when you sent me your dear letter #3. Have the goodness to tell me the response, which should be addressed to Mr. Chaurou, the agent in Toulouse, whether you [have received it]. It was, I believe, the most detailed of my letters from Lyon. If you did not receive it, I will write you another one from my notebook where everything is written down. I had the honor of telling you in one of my last letters that the Lois de Pennsylvanie was only a jumble of codes, etc.,

which people have not enjoyed -- at least that it the opinion of everyone to whom I spoke about it and who have it in their hands.

Since I cannot take any route to get from here to Montpellier other than through Nîmes, I will see the Gaudes about the Bibles of ours that they have and I will follow your orders. I had the honor to report to you what I did in Nîmes in my letter #8. Would you also tell me, gentlemen, in your letter to Toulouse, what you think about the exchanges with the Bonnet brothers and with Garigan of Avignon, which seem to be the only acceptable ones? But we must be careful with those people, and only send things to them once I have returned, so that they do not announce our articles. That way I would have to give them a better deal than the one I offered them, which would not fail to happen. I noticed how harmful it would be, when a new correspondent, to whom one makes an offer, finds one or two articles in a catalogue at a higher price than he paid for them, and then he becomes disgusted by looking at it, and he ends by telling you that at such high prices he can do nothing with you. That is what is happening to me vis-à-vis Mr. Fauche's clerk and the Avignon dealers, who give a 20-franc volume for 10 s. when one talks to them about money.

The Dictionnaire de l'Académie is still esteemed but perhaps I will not sell any between here and Bordeaux because Mr. Duplain sold almost all of his edition there. I do not believe that it is widely distributed in Lorraine, where I think it would cost at least L. 24. That is why I would love to know whether you would eventually like to acquire some.

I am passing now to the series of towns that I saw since my last letter: first of all Uzès, where I saw Mr. Pheline, book dealer, the only one in this town, who is considered mediocre but a very honnête homme, and he did seem to be so. He has occasion to sell

many religious books. He buys from the Société Typographique of Lausanne, which is indisputably the second [tome] of the people of Avignon, as you will see by the prices taken from his receipts and compared by me at the said Pheline's, everything free of charge to Lyons, at their risk. It is on these conditions that he will give us preference. He subscribes first for 13 for 12 Bible at 18 free of charge to Lyons, then for the Lausanne prices listed here:

6 s.	20 <u>Abrégé d'Ostervald</u>	at	4 s.
16 s.	6 <u>Albert moderne</u>		10 s.
L. 3-15-0	2 <u>Voyage</u> by Robertson		50 s.
24 s.	6 <u>Histoire de la conversion</u> <u>du comte de Struensée</u>		15 s.
L. 4-7-0	4 <u>Histoire du Calvinisme</u>		50 s.
24 s.	6 <u>Comptes faits</u> de Barrême		15 s.
35 s.	10 <u>Nourriture de l'Ame</u>		25 s.
	10 <u>Nouveau Testament</u>		25 s.
	4 <u>Observations sur les armes</u> <u>du roi de Prusse</u>		at 1s. per sheet
L. 10-12-0	2 Piron		L. 7
L. 4-7-0	2 <u>Oeuvres</u> of Helvétius		L. 3
12 s.	6 <u>L'Onanisme</u>		8 s.
L. 5-9-0	2 <u>Sermons</u> by Chatelain		L. 3-10-0
20 s.	4 <u>Le Passetemps</u>		12 s.

13 s.	20 <u>Sonnets chrétiens</u>	8 s.
22 s.	4 <u>Maladies des yeux</u>	14 s.
	2 <u>Voyage au pole Austral</u> at 1 s. per sheet	
22 s.	4 <u>Un Chrétien contre 6 Juifs</u>	12 s.
32 s.	2 <u>Margot des Pelottons</u>	15 s.
20 s.	4 <u>Belle Allemande</u>	12 s.
15 s.	6 <u>Vie de l'Arétin</u>	10 s.
6 s.	6 <u>Pensées nouvelles et philosophiques</u>	5 s.
L. 3-15-0	30 <u>Oeuvres of La Mettrie</u>	40 s.
8 s.	6 <u>Matinées du roi de Prusse</u>	5 s.
10 s.	6 <u>Putain errante</u>	5 s.
10 s.	6 <u>Nouvelles monacales</u>	6 s.
20 s.	6 <u>Chansons gaillardes</u>	12 s.
38 s.	4 <u>Mémoires de Terray</u>	20 s.
	4 <u>Choses utiles et agréables</u>	12 s.
17 s.	4 <u>Les Amours de Sapho</u>	10 s.
L. 12-15-0	2 <u>Bible</u> by Voltaire	L. 3

Our Dorat was given to him for L. 7-10-0 instead of L. 8-10-0. He has bought some from them, too. I promised him the folio Bibles, it is all arranged, but for the other articles, I told him that I would send you his list. I bargained with him, to no avail. It is finished. He will not yield any more. I believe, nevertheless, that it would be necessary to add to the Bibles the philosophical books that I offer everywhere and that no one cares about. In any

case, do whatever suits you. I ask you: Is it possible to do anything where these wretches have stuck their noses? They are selling the Sermons of Durand, which are now up to six volumes, for L. 6-10-0. We only have four volumes for L. 5-10-0. See the difference! We must avoid giving ours to anyone as an exchange. It will still sell. It is a production that is highly enjoyed by the connoisseurs, provided that the execution matches the plans. That is what I do not fail to reassure people about wherever I go.

Tarascon, Cordonnecy, and the widow Tassy only make up a single company, whose commerce is very limited. They only sell church books. They are said to be very good. Gave them a catalogue, but I do not think they will do anything.

Arles. Gaudion is worth his weight in gold, but he is an odd character. When I offered him our catalogue, he looked over it and found nothing to his taste. When I spoke to him of the Bible and the Encyclopédie, he responded that he was too good a Catholic to try to distribute two such impious books, that all the Encyclopédies have been offered to him, but he will decline to sell them. Jacques Menier is good, but he does not want books and he only prints.

Aix. I was recommended to Messrs. Lieutaud, uncle and nephew, by Mr. D'Arnal. They are amiable people. They would be glad to furnish us with our provision of oil. One of these gentlemen accompanied me to the book dealers' and then to And. Audibert and the widow Audibert, who are printers and do only that. Chambon and the widow Gautier are the same company. They are book dealers, but very mediocre in their sales and their goods. I gave them a catalogue, etc. anyway, but these gentlemen advise me not to trust them too much. Sûre is mediocre, too, but better. He will do nothing with us without knowing how business will do in regard to the stamping. It does not seem that he has

great turnover. He does not have any new books in his shop. However, I gave him a catalogue. The David brothers, printers and book dealers, are very rich but their turnover, they say, is so mediocre that they only sell one or two copies of each new book. They have some of our articles that they have acquired from Lyons. They prefer to get them from us, since the prices are better, but it will never be much, since they limit their commerce to Lyons and Paris. Neither of these book dealers has wanted to or wants to take on the Encyclopédie.

I should tell you that I thought I should follow the advice of these gentlemen and to come first to you, sirs, by following the main road. I could have reached Toulon from Aix and saved three leagues by a side road, but it was dangerous. It is not very frequented. All one hears about are the robberies after the fair at Beaucaire, which was not good, committed for the most part by silk workers who, one could say, are without work at present. So I will follow the high roads and I will be on my guard.

I already saw Mr. Mossy and Sube & Laporte, the two best companies here. I will not close this letter. It can only be sent on Monday, because today is a big holiday, so one cannot see anyone, since the shops are closed. Tomorrow is Sunday. It will probably be the same thing. The cannons from the forts and the ships are roaring marvelously at this moment in honor of the Virgin Mary. I do not yet have the name of the person who has the papers concerning Dubois of Tonneins in their hands. Please do not fail to indicate it to me in Toulouse.

Marseilles. Brebion, Sibies: two printers who do only that. Favet: the same, but worthless. Allemand is a young man whose father replenished the stock, which,

considering what he sells, he is putting to bad use. I have been advised to do nothing with him. Boyer no longer exists, he escaped to America.

Abert, Chambon, Paris. Three personages whom one would not trust with 5s. I did not see them. Roulet is very mediocre. Gave him a catalogue, etc. He told me that if he did anything, it would be in cash. Taine is good, but he does not keep a store, only a cabinet littéraire. To stock up, he will order from us, but it will never be much, since he does not do anything wholesale. Isnar is quite good. He is the one who protects the crates during their passage through here from Geneva and Lausanne. He promised me the same protection for ours. He says that he sees many crates that come here through Nice or by sea, only because when they take this route, they can more easily avoid the local Chambre syndicale, whose inspector is very bad -- one of these men who would devour his own brother. Messrs. Bugot described him this way, too. We can, therefore, upon occasion, claim the good offices of Mr. Isnar. I gave him a catalogue, etc. but he hardly deals in books anymore. However, to help him move his stock, which he wants to get rid of, he will choose, he says, a small assortment from our catalogue. The Bugot brothers were kind enough to gather the information above and they judge that here, there is only Mossy, Sube & Laporte, Isnar, and Taine with whom one can work without risk. All the rest do not deserve to be trusted. They are charmed to hear from you. They told me they had received a letter from Mr. Dupeyroux of Neuchâtel, who informs them that the said Mr. Dupeyroux is in possession of Rousseau's manuscripts. If that is true, we should take advantage of it. People everywhere are impatient to know the latest news about this author's work. Perhaps, and this is certain, a new supplemented edition of his works



would sell well, but it would be necessary to take certain measures to prevent counterfeits. Those are the words of Mr. Mossy.

Joseph Guibert has repeated to me that in the future, he cannot be responsible for anything we send. He strongly recommended the Robert brothers to me; he says they are very intelligent, and they seem to be. Regarding himself, he is having many difficulties in the present circumstances. In any case, he is rich. He seems to care little about the orders that cause him the slightest trouble. Here is the list of the books taken from Allemand, and which are at the shop of the Robert brothers. I offered them, but did not succeed in selling them.

3 Lettres de Ganganelli, 2 volumes

3 Histoire naturelle de la Suisse

3 Description du Mont Blanc

3 Dialogue d'un Evêque et curé

[...] Morale universelle

1 Morale Evangélique, 9 volumes

[...] Barbier de Séville

1 Les Bigarrures d'un citoyen

3 Eléments d'Agriculture

3 [Histoire de François] Wills

6 Brouette de vinaigre

6 Henry IV

3 Descriptions des salines d'Aigle

1 Alfred le Grand

6 Le Célibataire

1 Journal de Pierre le Grand

1 Volume 1 of Sébalons

1 Burlamaqui, octavo

1 Le Miroir d'or

I will offer this list and I will try to sell the articles in the surrounding areas. Mossy has revoked the order to Mr. Revol and Co. of Lyons for the last package, which we sent him on June 19 of last year, and which amounted to L. 88-7-0. However, he will take all the articles, except for the 13 for 12 Eloges de l'Hôpital, which will have to be taken out in order to send him the rest. He will send us his bill for the full due amount upon the delivery of the said package. I was unable to get an order from him. He wants to wait and see the [outcome] of the new rules before ordering anything more. If you hear anything new about Rousseau, you must tell him. Sube and Laporte promised me an order upon my return from Toulon, for which I will leave today the 19<sup>th</sup> after dinner.

All that I have left to tell you concerns Caldesaigues, who, upon my arrival, told me that he wanted to pay me and put me off from one day to the next. I will take, together with the Roubert brothers, the necessary measures [to make him cough it up], because he does not deserve to be treated gently. I will also make an agreement with these gentlemen about our crates that pass through, and I will inform you of everything by a second letter from here that I will write to you upon my return, which I believe will be Sunday evening or Monday at dinner time.

I have the honor of being with respect, sirs, your most humble and obedient servant,

Jn Fs Favarger

15 August 1778

To Messrs.

48 28

Mssrs. of the Société Typographique of Neuchâtel in Switzerland

6 50

Neuchâtel via Geneva

Switzerland

**FAVARGER TO STN #10**

Marseilles, August 23, 1778

Sirs,

In accordance with my last letter, I have the honor of writing to you about the rest of the business I have done, here and in Toulon, but which can be reduced to very little. First of all, brother Caldesaigues, who is a well-known liar, had promised me to settle his bill upon my return from Toulon, after putting me off day after day to hand over the payment to me. I was advised to always take L. 150 on account, which I did. Please debit it from my travel expenses. I gave him a receipt, with a deduction for our renewal bill of L. 410 --- 9% including the fees, which I made him accept to pay on the 26<sup>th</sup> of this

month into the hands of Messrs. Bugnot who have it, along with the papers that concern it. Afterwards, I had a power of attorney drawn, which I gave to Mr. d'Ageville, the prosecutor for these gentlemen, in order to prosecute this man as rigorously as possible, starting from the 27<sup>th</sup>, even if [it is not executed], as it seems probable.

Sube and Laporte, who had promised me an order, told me they were not able to examine our catalogue during my stay here. They want to write to you in the next few days to give it to you directly. These are decent young men, whom I trust very much. The Roubert brothers, our agents here, can avoid the Chambre syndicale, as long as our packaging is disguised and made out of a thinner fabric than is used for books. You must especially avoid saying in the consignment letter that they are Libri, and it is also necessary to not put these words on the crates. If you take these precautions, our packages do not risk anything, but like all the other agents, they do not want to run any risks. This should only apply to the crates that are in transit, because those that we will send to the book dealers here should be addressed to them directly and we will not be responsible for their risks when they leave Lyons.

Toulon. Saw Raymond-Mallard, who is quite good, but he will probably do nothing. His turnover is small. Gave him a catalogue. Surre is quite good, too. Gave him the same. Boery is mediocre. Those are the only three in this town. Surre is the one who seemed the most likely to work with us, but like the others, he wants to wait until he sees the outcome of the Stamping affairs before he commits to us. Those are the only three in this town and they assure me that the turnover is so mediocre that they almost only sell books about the navy, etc. and even that in very small quantities.

Mr. Leroy from Mr. Duplain's shop has just arrived at my inn; he comes from Bordeaux and he tells me that he has gotten many subscriptions for the third edition of the Encyclopédie, that it is moving fast, that the one from Lausanne has been seized in Toulouse, that the project is not generally liked, that the subscribers, already tired from the obstacles and troubles of the first volume, are disgusted and they only buy the quarto edition, which is moving along. It is certain that they have not even sold four copies here. That is all I have to tell you in this letter. I am leaving after dinner today to spend the night in Aix and then continue on my route.

I have the honor to be, with perfect consideration and complete devotion, sirs, your most humble and most obedient servant.

Jn Fs Favarger

I will give to Le Roy the list of spoiled sheets that they have not sent us. The Roubert brothers have some packages to send to Claudet. They will add the small [package] of our books [...] to their crates to avoid fees.

**STN TO FAVARGER**

Toulouse, c/o Mr. Chaurou, agent

Mr. Favarger

Sir, today we have received the last of your missives, which is letter #10. It was properly preceded by numbers 6, 7, 8, and 9. None of them require a response from us, and all we

have to send you is the address of a person of quality who has the papers concerning the minister Dubois. It is Mr. Ballier de Laubarède, [responsible for the affairs/chargé d'affaires] of Mr. Leduc de Vauguyon, who is staying in Marmande. He is the friend of Mr. Moreau and because of his recommendation, he wants to lend you his good offices. Here are, for your guidance, the actual terms he used in writing to Mr. Moreau: "Since I have nothing more urgent than to carry out your orders, I am leaving for Tonneins to take all the necessary precautions so that your friend's trusted agent will be able to arrange everything with Mr. Dubois, the Protestant minister. I will leave my address, along with my letters, to this trusted agent in the post office of this town, as well as at the carriage entry, so that he can ask for me upon his arrival. I have reason to hope that my presence will contribute to his success."

You need only ask for the address and the letter that have been deposited for you in the two offices mentioned above. Conduct yourself prudently and follow the instructions that you have concerning this matter. Be firm, as you have shown, and in all things, we ask you to continue your operations as well as you can, and you will find that we remain faithfully yours...

**FAVARGER TO STN #11**

Montpellier, August 29, 1778

Sirs,

You will have seen in my letter #8 from Nîmes that I was obliged to go to Uzès and return to Nîmes without being able to head towards Gauge. I do not know whether I wrote to you that Mr. D'Arnal and I realized that I could not reach to Puy and Mende without going about 60 to 80 leagues out of my way, as he was good enough to show me in some travel journals that he had made himself. That is what I learned in Nîmes, and I was told that my shortest route was to go there from Vienne in Dauphiné, and then return to Vienne. That is why I decided to leave aside these two towns, which are on mountains that are not easily accessible. From here, then, I will go to Gauge, only to return to the same place. They tell me I can take no other route.

I will find out about Lodève before going there, too. Maybe I could tell you something about it if, out of the five or six times that I dropped in on Mr. Vialard's shop, I had been fortunate enough to find him. It is necessary, however, that I see him about some letters of recommendation, which are starting to run out.

I saw, when I passed through Nîmes again, Messrs. Gaude, who told me they had received a letter from you in response to their proposals. They will respond to it and will give their order along with their list of sheets with ink stains and defects from the five copies of the Bible that they have on our account, and they will be responsible, on their own account, for those that we will be able to complete for the price on which we will agree. They say they do not owe us anything except some volumes of the Description des arts for which they paid our draft of L. 150 from last October or November. We must send them the detailed account sometime.

I saw here Mr. Rigaud Pons and Co., which is the best company in this town. They are still asking for the Oeuvres of Riccoboni. See their order below.

I also saw Cézari, who is not as rich as the former, but who is known as a very honnête homme. See his order below.

J. Martel and Picot are two printers who do only that.

J. B. Faure is the widow Gonthier who is very good, but she does not want to do any business with us.

Bascou, Journal are worthless, I did not see them.

Ab. Fontanel is mediocre. The first time I saw him, he told me that he needed many of our articles. I dropped in on him many times, but he has not deigned to give me his list. I will visit him again before closing the present letter, which in any case cannot leave before Monday, the 31<sup>st</sup> of the present month.

Order of Rigaut Pons and Co. to be delivered free of charge to Lyons at our risk, otherwise, do not send it. The fees and risks are his responsibility from Lyons to here.

6 Robinson Crusoe

6 Boerhaave de morbis nervorum

6 Eléments d'agriculture

6 Robertson

2 Histoires des découvertes les plus nouvelles & intéressantes, faites par plusieurs savans..., quarto, illustrated

4 idem, octavo -- when it is finished. Do not sent them any separate volumes.

6 Opuscules de physique

3 Révolutions romaines

3 Révolutions de Portugal



3 Révolutions de Suède

At present, they will not take any Bibles except those they ordered.

12 Plans et statuts de Russie

3 Voyage sentimental

4 Riccoboni

2 Science et l'art de l'équitation

6 Lettres physiques et morales sur les montagnes by Deluc

6 Dorat

4 Observations sur le armées du roi de Prusse

4 Voyage au pole austral, 4 volumes, octavo

2 Voyage en Dalmatie, octavo

4 Voyage en Portugal

Order of Cézari of Montpellier, on the same conditions as above.

13 for 12 Bibles, folio, at L. 18

2 Bibliographie instructive

50 Boerhaave de morbis nervorum

12 Géographie historique

4 Dictionnaire de Suisse with map

12 De la santé des filles

2 Grammaire latine de Leresche

12 Robertson

- 12 Luisade de Camoens
- 1 Morale évangélique
- 24 Nieski elementa pathologica
- 12 Inutilité de [l'...tation]
- 2 Histoires du Calvinisme et du Papisme by Maybourg, 4 volumes, 12o.
- 12 Avis au peuple, octavo
- 12 Santé des gens de lettres, octavo
- 12 “ ”, 12o
- 12 Santé des gens du monde, octavo
- 12 “ ”, 12o
- 12 Saggio sulla publica educazione
- 12 Opuscula patologica by Haller
- 2 Haleri disputatione, 7 volumes, quarto
- 1 Haleri elementa physiologiae, 8 volumes, quarto
- 6 Les hautes grades
- 1 Mémoires de Noailles by Milliot
- 2 Eléments d'histoire générale by [dudit] 12o
- 1 Dorat

Enclosed is the order of Fontanelle, which you must add to Cézari's package and not Rigaud Pons', because they do not like each other. Everything in paperback.

12 Lettres physiques etc. by Deluc

12 Observations sur la constitution militaire & politique des armes de S. M. Prussienne

12 of our Nouveaux Voyages de Cook, 4 volumes, octavo

1 Vue des chutes d'eau de la Suisse by Wagner de Berne

for:

[Essais]

6 Thévenon

6 Histoire des découvertes des plusieurs savants, octavo

He will enclose the amount for these articles at [...] second octavo volume of the Arts, then give us the remittance for everything. Mr. Bimar and [Jean-Jean], the agents here, can keep our packages from getting checked by the Chambre syndicale of this town.

They are very intelligent people who would not fail to give us a hand when we are in need. They are the friends of Mr. Chaurou of Toulouse. They will give me a letter for him. I still do not know when I will leave, because I need to see Mr. Vialard. Today, the 31<sup>st</sup>, I have still not been able to see him. I trust, however, that it will be over tomorrow after dinner. I had my horse bled, since he needed it. His feet were swollen.

I have the honor to be with complete attachment, sirs, your most humble and obedient servant,

Jn Fs Favarger

**STN TO FAVARGER**

Montpellier -- Mr. Favarger, September 9, 1778

We have received, Sir, your letter #11, sent from Montpellier on August 29, to which we have nothing to respond. We would have liked to know that you had completely recovered from the scabies. You understand that we are more interested in your health than in that of your horse, especially since the latter is in good hands.

We are watching the seasons progress: after the dry season, there will be rain and maybe snow, and so far you have only finished one-third of the projected trip. We are limiting ourselves, therefore, to telling you to avoid detours and the comings and goings as much as possible, and without taking our instructions word for word, shorten your trip as much as you can. However, you must not neglect Tonneins, where Mr. Dubois resides, about whom we have nothing new to inform you. La Rochelle, Bordeaux, and Rouen are places to visit, but regarding small places where you can expect very little business, it would be better to avoid them, if you must go out of your way to reach them. We need you in the shop. M. S. is leaving us, and to all appearances, will have left before your arrival. We still include Lorraine in the remainder of your trip, but we expect you to take the most direct route, without, however, neglecting anything essential. You can conduct yourself better on your own than with our instructions, so we appeal to your prudence by asking you to shorten your trip, without saying anything else. We wish you good health and good business, etc.

**FAVARGER TO STN # 12**

Carcassonne, September 7, 1778

I did not have the honor of writing to you from Montpellier after my return from Gauges, because I left in the morning, and I had arrived very late the previous evening. I wanted to press forward without stopping in the towns on my way, except to see the book dealers and to leave immediately for Toulouse. However, considering that my silence could worry you, I stopped here to tell you that, while passing through Gauges, I saw the amiable Mr. Pomaret, who told me, first of all, that he had sent a second manuscript to Lausanne to be reviewed by some of his friends. He will send it to us to print, if they judge it to be worthwhile, so you will probably receive it before long. He subscribed to the third edition of the Encyclopédie, which we must send him in paperback. He will take, he said, other subscriptions for us that we can consider as individual ones, because I did not mention the discount that we are giving to the book dealers on this article. Below is his agreement. He is looking forward to receiving the number of Bibles that were ordered, which have all been sold. Finally, he gave me letters for the Protestants of Bordeaux and Clérac, whom I will contact to let them know about our Bible. On his side, he will do what he can to [garner] sales for us by passing out some prospectuses that I gave him to all his acquaintances. I have no doubt that he will succeed, because he is well known and well loved.

Enclosed is the order of Mr. Jacques Gervais, who is a city councillor and not a book dealer. He was a bit reluctant to have books sent, because of the poor sales of those that we had sent him, of which he still has almost half. He would like a discount on the Psaumes en chagrin, sold for 4-10, which he cannot sell, even at a loss of 20 s., but that is a bagatelle. The reasons for his poor or very slow sales are forcing him, he says, to ask for an 18-month term for the payment, which I did not promise. I declared to him that we

did not grant these long terms to anybody because of our low prices, but that I would write to you about it, and that I assured him in advance that you were disposed to make things as easy for him as possible. He promised to advertise our Bible in the Vivarais, Cévennes, Quercy regions, etc. Here is what he demands and with which we can certainly trust him.

26 for 24 copies of the Bible, bound in one volume

48 Psaumes, large characters, bound in [clean] sheepskin, red edge

6 Histoire du calvinisme et du papisme, 4 volumes, paperback

36 Lectures pour les enfants, paperback

12 Nouveau Testament, spine and corners

12 Sermons of Rocheblave, paperback

4 Sermons of [Tillotson], paperback

4 Sermons of Jacquelot [idem]

6 Sermons de M. Bertrand pour les fêtes, paperback

2 Droit des gens, 12o, paperback

6 Eléments de morale universelle

12 Nourriture de l'âme, in cardboard

12 Devoirs des communiants, paperback

6 Sermons of Caillard, paperback

4 Histoire de l'Amérique by Robertson, paperback

36 Catéchisme de Vernes

36 Principes de la langue française by Viard for the Protestants [sins.enavs]

Otherwise, I believe we only have to cut out the Catholic prayers. If you cannot, it is not necessary.

6 Réflexions de la Bible, quarto

8 Géographie historique

You may send out what you can of these books right away, and wait for the Bibles.

Besides, if you are not disposed to grant him this term, you must still send him this order right away. That would not be a reason to stop the order, but above all, give him the lowest price possible.

Lodève and Agde do not have any book dealers or any Protestants, so I did not pass through.

Gezenas in Fuzier, who is good, gave a catalogue, etc. He had several subscriptions for the octavo Encyclopédie that he cancelled because of the obstacles that have been put in the way of this edition. He will attempt to trade them in for the quarto format, after which he will give us his order and his order for some articles from our catalogue that he will need. He would like three copies of the Oeuvres of Voltaire in 48 volumes, and he will choose something more to make up a package of 3 to 400 pounds cwt. That is what he promised to do in the first days.

Béziers. Barbut is dead. Bousquet is worthless. L'Allemand is in Marseille. There is no one left but the widow Odezenes and Son and Morbillon, who are said to be good. However, I think it is necessary to put them in the mediocre category. They also had six Encyclopédies, octavos that they will try to trade in for quartos, since they did not receive

the first ones. Gave a catalogue, etc. They will be with us for the rest, but it will be very slight.

Narbonne only has Jean Besse, who has become mute, so he cannot sell any books.

Carcassonne. Mr. Hérisson is very good, but despite my entreaties, I was not able to obtain a order. He also sells very little. He even revoked the order for the octavo Encyclopédie and replaced partly with the quarto edition, for which he had given an order to Le Roy during his stay here.

I was just delighted to get completely soaked when I arrived here last night. It had been a very long time since I had seen rain, not even [good water]. I am leaving after dinner for Castelnaudary and Castres. I am expecting to have dinner the day after tomorrow in Toulouse. I have the honor of being, with all the sentiments and the respect that I owe you, Sirs, your very humble and obedient servant,

Jn Fs Favarger

### **STN TO FAVARGER**

Bordeaux -- Favarger, September 22, 1778

We are sending him a copy of the letter formerly addressed to him in Montpellier.

### **FAVARGER TO STN #13**

Toulouse, September 13, 1778

Sirs,



In response to your dear letter from the 29<sup>th</sup> of last month, I am quite charmed that all my letters up to number 10 have reached you and I do not doubt that number 11 and 12 will have already reached you, too. The last one, written in Carcassonne, was not numbered, out of negligence on my part, but it is number twelve. I meant to arrive here on Wednesday at dinnertime, but because of the detour that I was forced to take to reach Castres, I did not arrive until Thursday evening. I am honored to tell you that in Castelnaudary, I saw the so-called book dealers, Annat and Sérié, who are wrongly listed in the Almanach, because Annat is a smith who never sold a single book and Sérié is a textile merchant who sells some church books but nothing more, so I did not do any business there.

Moving on to Castres, I saw Mr. Robert, doctor of theology, printer and book dealer, but he only sells church books that he produces himself, so there is nothing we can do with him, even though he is good.

Le Portier is good, too. He seems to have some sales, because he is well stocked. He seems like a good man. He promised to send his order to you shortly, but he will only take it free of charge to Lyons, with the risks on our account, and everything in paperback. You can send it to him with confidence. I have heard many good things about him. They say he has a lot of property. He is well-off, despite the restrictions on the small-town book dealers who sell counterfeit books, because they are not subject to the visits that are made daily to the large ones, especially here, where one even goes to the binders to seize everything that looks doubtful. Nothing is more rigid than this Chambre

syndicale, but it is the book dealers themselves who brought about this state of affairs by betraying each other, out of the unequalled discord and jealousy that reigns among them. For example, here is a story that will prove what I have the honor to tell you. Gaston, who is only a binder and not a licensed book dealer, had taken 80 or 85 subscriptions for the quarto Encyclopédie. He was the one who had the greatest number here because, being a binder, he would not charge his subscribers for the paperback binding, and this bagatelle was a real treat for them. Well, the book dealers' guild forced him to turn in his list of subscriptions and claimed the authority to take all his subscriptions and forbid him to deal in books any more.

Yesterday I was in the Chambre syndicale. I saw them break an entire crate of the Oeuvres of Diderot that came from Bouillon and 180 large Etrennes mignonnes and Almanach chantants that came from Avignon. It was useless to demonstrate to the inspector and to the syndics that this Almanach chantant did not have a royal privilege because everyone puts it together at whim. It was enough that it came from Avignon for it to suffer this fate. It seems that these people were deliberately chosen from, so to speak, the dregs of society to be at the head of these tribunals, for in Marseilles, there is a bad book salesman. In T. it is a bad lawyer. All of that has neither rhyme nor reason and only [tries to do as the servant to Pilate??]. I have already given catalogues to many book dealers, but I do not think I will do a great deal here, because of all the jealousies. They are all afraid of being caught or betrayed.

A new ruling has just appeared; enclosed is the article that scares them because it will be conducted through inquiry. That is to say, the person who is interested in discovering whether one sells counterfeit books will have some bought by two witnesses who will

each have a copy that comes from a book dealer. That will be enough to suspend/ban the seller entirely. The same ruling has caused the interdiction and collapse of the shop and warehouses of Mr. Allemand of Marseille, because he dared to be disrespectful to his inspector by contravene the King's orders. This ruling is from last July 30. However, Mr. Chaurou assures me that in Bordeaux, business is not as bad. He believes, just as I do, that I will hardly do any business here because, even if the books had passed through without being examined by the Chambre syndicale, they would still not be any safer in the bookstore. I will visit all of them tomorrow and I will not close the present letter until I have reported everything. I will also not fail to be firm with brother Dubois of Tonneins, because he does not deserve to be treated gently. Mr. Chaurou will still send our packages without their passing through the town, but rather through the canal, so that nothing is risked here, except what goes into the town. It is very difficult to hide from the jealous eyes of these crazy book dealers; four of them who are syndics think they are little kings.

I spoke to the local inspector, since he seemed so rigid about our Bible. He told me that he did not believe that it would undergo any difficulties in passing through their Chambre, but that he would write to Mr. Néville and would give the response to Mr. Chaurou, who would be certain to announce it to us. I thought I should take this step because the syndics are so bigoted that they would not think twice about putting on the pillory any packages that contained Bibles. If Mr. de Néville's response is favorable, all the better: the packages will pass without risk. If the response is not favorable, we still have Mr. Chaurou, whom we should be very careful to warn about the packages from Lyons.

One must admit that this town is the center of bigotry. Laporte is the only one who does not have a moral dilemma about stocking Huguenot books.

Now for the book dealers. Dalles and Vitrac are mediocre, but they will do nothing at present.

Robert is of the same class, but he will only do an exchange.

These four are the principal ones and the best ones here: Duplex is quite good, but nothing at present. Saccarau and Moulas the same. Manavit is quite good, but nothing at present because of the restrictions. Laporte, equally good. He promised me an order for tomorrow. If it comes, you will find it below.

Sens has no [comp.] but his wife. His business failed four or five years ago. People claim that he is recovering, but they do not advise me to deal with him, except in cash.

Bessian, Spigat, Le Clerc are worthless; I did not see them.

Baour, printer and book dealer, does not want to do anything. He is mediocre.

Darnes is the same.

Resplandy, also mediocre. Below is his order, which must be disguised and put into a package that is square, like a crate full of cloth, with a lot of straw and rope over it, because he does not want to be responsible for any incidents until it reaches him. He will pay for the transportation from Lyons to Toulouse, although he does not take responsibility for the risks. We must also send it to him because Mr. Chaurou will favor us, and you [did not] know that everything has been settled in Lyons, but we must tell Revol when the packages leave, and send him orders to keep them at the disposal of Mr. Chaurou. Have the goodness to write to Chaurou and give him instructions, that way

nothing is at risk. You should warn Chaurou that there will be forbidden books in this crate for Resplandy, whom he said we could trust with L. 2000 to 3000 without fear.

Order of Resplandy in Toulouse to be paid in a year:

26 for 24 Essai sur le [monachisme] at 10 s.

13 - 12 Fables by La Fontaine, illustrated, at 6 s.

26 - 24 Fille naturelle at 12 s.

13 - 12 Will 33 s.

26 - 24 Robertson, Histoire de l'Amérique, L. 3-15-0

--- 6 Patriotisme français L. 9

--- 6 Histoire philosophique, 7 volumes, L. 18

13 - 12 De la législation 20 s.

13 - 12 Avis au peuple 33 s.

13 - 12 Prix de la justice 10 s.

13 - 12 Recherches sur les Américains L.5

--- 20 Requêtes de Linguet 9 s.

13 - 12 Lauriers ecclésiastiques 15 s.

13 - 12 Lyre gaillarde 20 s.

13 - 12 Margot des pelotons 15 s.

13 - 12 Examen de Bolingbroke 30 s.

13 - 12 Système de la nature L. 5

6 Les 3 imposteurs 20 s.

- 13 - 12 Parnasse libertin 20 s.  
 13 - 12 Putain errante 10 s.  
 13 - 12 Fille de joie 30 s.  
 13 - 12 Le Monialisme 25 s.  
 13 - 12 Vie volupt. des Capucins 15 s.  
 13 - 12 Chansons gaillardes 20 s.  
 13 - 12 Ecole des filles 12  
 13 - 12 Vénus dans le cloître 24 s.  
 13 - 12 Bible de Voltaire L. 5

Order of Laporte the younger of Toulouse, on the same terms as that of Resplandy,  
 because both gave me their order together, in order to make one crate. However, I noticed  
 that this will hardly be possible, so we have no choice but to make up one crate for each.

54 for 50 L'Adoption for L. 24

108 - 100 Confession de Voltaire, with portrait L. 20

26 - 24 Milliot, 12o at L. 9, not any lower, because it is reduced from the others L. 216

2 Histoires de l'Amérique by Robertson to become acquainted with it L. 7-10-0

108 - 100 Jezennemours L. 100

54 - 50 Abrégé d'Ostervald L. 15

--- 4 Mémoires sur la formation du coeur L. 4

13 - 12 Supplément au Dictionnaire de Bomare L. 24

54 - 50 Thévenon L. 50

26 - 24 L'Ingénu L. 12

26 - 24 Accouchements by Rollin L. 16-16-0

26 - 24 Mémoires de Sternheim L. 31-4-0

6 Oeuvres complètes de Maintenon 16 vol., L. 96

4 Oeuvres complètes by Dorat L. 34

TOTAL: L. 653-14-0

It occurred to me that for a town like Toulouse, I should be sending you orders of thousands of francs instead of hundreds, but I told you the reasons above which put off the book dealers. The two who ordered from me bargained a lot with me and they caused me to miss the post to Toulouse, so I left for Montauban without finishing the present letter. It would be good not to pay attention to these discounts for the first deal, especially with Laporte, who is the [cock of the walk] among the Toulouse book dealers, and he is as good as gold, because once he gets to know our editions, he will order up to 500 of each item. We must keep him informed and updated about our enterprises. He does not worry about postage fees. We could tell him to let Resplandy know. They are quite good friends and neither belongs to the group of those who betray each other.

Here I found out about Mr. Janotty, the lodger of Mr. Bertrand, in whose presence I am finishing this letter. He is established here and offers his services for anything we could ever need to do in this town. He had the kindness to accompany me to see the local book dealers, but Croisilhe, who is the best, is absent. Left a catalogue at his shop, etc.

Cazaméa, whose business had failed, has recently recovered. I already saw him. I will drop in on him again in case he orders anything from us, and in case one notices that his business is collapsing.

Mr. Janotty, being on the premises, could be one of the first, but in the opinion of the latter and of his associates, it seems that there is nothing to fear. In any case, the Société Typographique de Lausanne, which found itself involved in his collapse, still trusts him like before. You can decide, gentlemen, after what I had the honor to tell you, whether it suits you to trust him. He sells, like Croisilhe, many Protestant books.

I have just dropped in again on Cazaméa. He had made [an order worth] L. 150 that he wanted for L. 130. Since I did not want to accept, he tore it up in a rage. However, I believe he will write to you, as much for the quarto Encyclopédie as for the Bibles. Do what is most prudent. Those are the only two in this town who work. I have the honor of being, with a perfect consideration, your humble servant.

Jn Fs Favarger

I am leaving tomorrow morning for Agen. There is nothing worthwhile in Cahors.

Montauban, September 17

### **STN TO FAVARGER**

Loudun -- Mr. Favarger, 29 [dt] at the address of Mr. Malherbe

We have received, Sir, your letter that begins in Toulouse, dated the 13th of this month, and ends in Montauban on the 17<sup>th</sup>, #13. We still do not have anything to respond.

We will limit ourselves, therefore, to two subjects:



1. When you gave us the order of Los Rios, you indicated to us that he would send us another list himself and that we should wait for it before carrying out your order. Since this gentleman did not come forward, we sought him out, and he responded that he had agreed to several discounts and conditions, different from the ordinary ones, without telling us of what these discounts and conditions consist. That is a matter that you need to explain; do not forget to do so in your next letter, since we cannot send him anything if we do not know whether we can do it for certain.

2. The regulations concerning the Protestants residing in France are going to be published. We will publish them in our journal, beginning with the October issue, which will make it very interesting to all the towns where our brothers are. We have a good correspondent in Paris who will keep us updated on everything that is decreed, even what will be debated, and he will provide us with all the items and brochures related to this matter. It would be necessary, therefore, to be careful, everywhere you pass through, to find the book dealers who want to be collectors. You can grant them a provision of 20% of the price of the subscription, which is, as you know, L. 18. You can speak openly about the journal to the Protestant houses and to the book dealers that they refer you to, or those that you know to be disposed to favor the sale of Protestant books. Our friends in Paris will speak to the pastors and the consistories.

We have enclosed the titles of four works that are in the presses [#2] to show to the book dealers.

**FAVARGER TO STN # 14**

Marmande in Agenois, September 21, 1778

Sirs,

Despite my wish to go from Montauban to Cahors, I was not able to do it, because this town is on a road completely opposite to the one that leads to Tonneins and Bordeaux. This detour makes a difference of three days, since there are eight leagues from Montauban, which make ten or eleven of country's leagues. When I wanted to leave from the latter town, I noticed that my horse was sick. I had him examined, and the farrier found a growth on the [neck] and the nostrils very swollen. He believed that this animal had swallowed a feather or that something had gotten stuck there, because he coughed very loudly. In spite of this, I left for Tonneins and he did not want to eat anything before going to sleep. Nevertheless, I led him here by the reins and we took it slowly, while I made him eat sometimes bran, sometimes oats.

Once I arrived, Mr. Ballier had him examined by his farrier who discovered that it was a bit of equine distemper that he got from overheating. Yesterday evening he was treated and I have the satisfaction of seeing that now he can eat a lot of bran and even a little hay and has already recovered some of his vivacity. He had a lot of discharge last night and today he still has discharge, so I will continue to have him treated here until next Saturday or Sunday. However, I will not stop because of him. I will stop, but for the reasons that I shall have the honor to tell you.

First of all, having arrived in Tonneins, I did not find the address or the letters in the post office or at the post for horses. I was told that Mr. Ballier lived in Marmande, four leagues from Tonneins, but on the road to Bordeaux. Once I arrived at the said Marmande, I found Mr. Ballier, who told me that, in fact, he was the friend of Mr.

Moreau, and that he was the person to whom the latter had written about the affair of Mr. Dubois, but that he had sent our papers and memoranda to his brother, who lives in Tonneins, who was responsible for leaving his address at the post office. Now this brother happens to be a colonel of a regiment garrisoned at Agen. He went there to review it, and he will not return until next Thursday. Since Mr. Ballier found out that my horse was sick, he promised me that he would come on Friday with his carriage to accompany me to Tonneins so we can finish our business together with Dubois, who is known by everyone here as a shady character [mauvais sujet]. I have reason to hope that, backed by the protection of a person who is highly considered in this region, I will finish this business to your satisfaction. Mr. Ballier believes, as you do, that it will be necessary to take the books that are unsold and receive 1/3 in cash. However, I will only take this option as a last resort, for I know only too well how difficult it is to sell books once they are out of the warehouse, all the more so because he will not have sold the least current ones.

Since I am finishing, I will write to inform you about it, as well as about the state of my horse, on whose account I am rather calm now, but I was very worried when I would see him fall five to six times a day. I am sorry to not be able to give you more news with this letter, but the mail leaves today. I am sending the present letter, in case you are worried about me.

In Agen, I saw the widow Noubel, who is a very good book dealer, but because of her small turnover, she cannot order any of our items.

I did not pass through Bazas because there are no book dealers there and because it is a town of no consequence that is not worth the trouble of making a detour. In case my

horse has not entirely recovered by the time I finish here, I will take it to Bordeaux, and my stay there will finish him off. I have the honor of being, sirs, your most devoted servant.

Jn Fs Favarger

Please send my respects to Messrs. Mercier and Schwartz.

**FAVARGER TO STN # 15**

Tonneins, September 27, 1778

Sirs,

We have many thanks to give to Mr. Moreau, who was good enough to acquaint us with the respectable house of Baillas of this region, and to procure us their high protection. Mr. Baillas de Soubvent, military commissioner, who ordinarily resides here, after seeking out Mr. Dubois at his place, knew well how to intimidate him and make him understand that it was his duty to settle an affair that was referred to him, and especially to settle it to the satisfaction of those who referred it to him. Poor Dubois submitted, trembling, to what Mr. Baillas would decide, while begging him nevertheless to be so good as to grant him some time to be able to raise the sum that was due. Dubois made two bills, one payable next April for L. 323-3-0

The other one payable in June of the same year of L. 323-3-0

together with the L.80 that were never paid to Mr. Audier,

it comes to L. 646-6-0,

the total of the sum he owes us. This is the security provided by Mr. Dubois, but since the bills are payable at the address of Mr. Baillas, [who was quite willing to keep them and take care of procuring us an entry to return the favor,] brother Dubois knows his interests and the power of Mr. Baillas only too well to dare go back on his word, which would not fail to ruin him. That has been agreed to, so I see it as Mr. Baillas does, as money in the bank. Besides, Dubois can count on many Protestant families who will not desert him in this affair. We have been very fortunate not to fall into the hands of people of this ilk, because I would have been obliged to take back the books. It was at least the [...] of the Audié family, whom I saw yesterday, who attributes many wrongs to us.

I still have the pleasure of telling you that my horse was quite cheerful when I left him in Marmande and that I am leaving today to join him again. I want to ride him tomorrow and go in easy stages to Bordeaux, where he will have the time to recover his forces, for he has become extremely weak. I passed through Clérac, two leagues from here, where there are many Protestants, but I did not find any opening for our articles, nor did I find any here. I have the honor of being the most devoted of your servants.

Jn Fs Favarger

P.S. Here is how we calculated the bills he had to pay us:

our drafts of April 9, 1775

L. 543-14-0

protests and banker's note	17-12-0
our drafts payable to Audié, not settled	<u>80-0-0</u>
	L. 646-6-0 [should be 641-6-0?]

**FAVARGER TO STN #15**

Bordeaux, October 1, 1778

com fo 73 Favarger agent 17/18

Sirs,

I have just had the honor to receive your dear letter of the 22nd of last month, which I will not fail to obey, in regard to the diligence with which I must accelerate my return and the manner in which I must do it. It is certain that, against my expectations and my will, I am obliged to stay in towns much longer than it seems that one naturally should, but the easy and carefree way in which they work wherever I have gone is the sole cause of it. When you make your offers, they respond that they will examine the catalogue, and they ask you to come back later. You go back three or four times and it happens that the boss is not there. If you find him, he has not had the time to examine your proposals, so you must return. For what? For nothing, most of the time. Everyone is on this [level], so a foreigner has to run constantly from one end of town to the other, and all before noon, because after dinner, it is rare to find some of these gentlemen in their place. I would like to do things more quickly, but the people that I have to deal with love their leisure too

much, even though they do, one could say, nothing. They never have the time to make exert themselves for a foreigner.

My letter #14 informed you that my horse, when I left him in Marmande while I went to Tonneins, was doing much better, but the contrary has occurred. Upon my return, I found that he had another growth next to the former one. It was necessary to pierce both with a hot iron. I was obliged to leave him and to come and do my business here, and then return to pick him up, because he needs too much care to let me trust him to anyone but the farrier who is responsible for curing him. I tried to get rid of him, but it was not possible. I was offered two louis for him, but I noticed that those horses that I would have found for sale would have cost me at least 12 louis [nfo]. Thus, since I know that he is good and that he only needs time to recover, I decided to make the small sacrifice and keep him, rather than take a risk with another for which I would have paid a high price.

As soon as my business is finished, therefore, I will go and pick him up and then go directly through Saintes to La Rochelle. It seems to me that, since I must return, I could take a direct route from Orléans or from some other place in order to return without entering Lorraine. I could leave that voyage for next year, in the spring, for that is the season when one should travel. You can tell me what you think, gentlemen, in the response that you will send to the address of the widow Valette and son in Tours, to whom I was recommended by Mr. D'Arnal. It appears that your response to this letter will not be able to reach me anywhere but there. Be good enough to make a note of it and send a bound copy of the Encyclopédie, third edition, to Mr. Baillas de Laubarede, military commissioner, councillor in the cabinet of monseigneur le comte d'Artois in Marmande, Guyenne, by way of Toulouse, from whom I received L. 12 of subscriptions. He is the

friend of Mr. Moreau. The book dealers of this town who have bought some of this third edition protest very strongly that Mr. Duplain wants to send them volumes randomly [indifféremment], taken from the middle of the work. They will not pay for them at a term of 90 days, because the subscriber who will have received the first two volumes will not want to receive 12<sup>th</sup> or 14<sup>th</sup> without at present, without having the ones in-between. He will leave it, without paying for it, with the book dealer, who will be no less obligated to pay for it, which will put the said book dealer in the situation of making large advance payments, which half of them will not be able to do. They already have a thousand troubles in withdrawing or having withdrawn those that have been ordered order, because I am persuaded, according to what I have seen, that half of what has appeared until now is still for individual clients. The book dealer has not paid for it yet. From that, they conclude that Mr. Duplain has sent instructions to go faster. Now, they think that he is already going too fast, that he would do better to hurry less and to have better taste in his choice of printers, because the public is very malcontent with some of the volumes that he has already delivered. The local book dealers wrote a letter to him that they signed, six of them declaring to him that they reject his proposal. They all asked me to write and encourage you [à mettre le pied contre la muraille] in order to prevent the unpleasant things that they will have to endure in case the delivery turns out this way.

Now here are the book dealers: The brothers Labotière are quite good. Gave catalogue, prospectus, etc. They will buy some of our Bibles, but since one of them is traveling, the other one could not decide whether to give me his order. As to our other articles, they do not want to have any delivered until one knows what will happen with the current affairs of the book trade.



The brothers Chapuis are mediocre, they gave me the same response. They even told me to cancel the order that they gave us of 13 for 12 Bibles until further notice from them. If the Protestants can obtain from the government some decrees that assure them a civil state within the kingdom, as they had demanded, and which people say they are quite close to obtaining, then, they say, they will sell a lot. Jn Chapuis and Philipot make up one company and a good one at that, but they are leaving the book industry to devote themselves to printing.

Pierre Gauvry is very good, but he does not want to do anything at present.

Bergeret responded to me that he had several objections to make about our company, but that they would do it by letter when they settle their balance with us. He will take the articles listed below, free of charge to Lyon and at our risk up to their departure from Toulouse, otherwise not at all:

1 Molière

2 Bibliographie instructive

7 for 6 Brigandage de la musique

7 for 6 Dorat

1 Révolutions d'Italie by Denina

7 for 6 Devoirs des francs-maçons

7 for 6 Eloges de l'Hôpital

7 for 6 Fragments sur les colonies

13 for 12 Histoire de l'Amérique by Robertson

2 Révolutions romaines

7 for 6 L'Ordre des francs-maçons

1 Poësie et rime delli poëte burlesche

2 Sermons by Rocheblave

1 De la sociabilité

2 Arithmétique by Sénébier

7 for 6 Vie de [...] Sebaltus Nothanker 12o

6 Bible, folio, our edition at L. 18

3 Droits des gens 12o

2 Système d'éducation 8o

As to the seven copies for six that he asks for, I did not promise them to him, far from it, but he wanted to mark them in his order. If you find someone to whom you could pass it on without much trouble, it would be good to do it, because he obtains all seven of them free from the dealers in Lausanne and others.

After looking around enough for Mr. de Pelt, I finally found him at a friend's house in the countryside, three leagues from here, where he stays as if out of charity. When I entreated him to pay what he owed, he responded that it was impossible for him to pay anything at present, that he only produced four casks of wine this year, that the last three (years) were most unfortunate for him, [that in April, the city of Bordeaux will owe him approximately half of our sum,] which he promised me for that time. He has, he says, sent his collection of paintings and machines to Paris, and that is why he is on the move. As soon as they are sold, which will not take long, he will pay us. I have been advised not

to take any forced steps against this man. It would incur expenses that risk becoming our liability and they would be very useless at this moment.

Mr. Perrelet, who asked me to send you his respects, gentlemen, will do what he can for us in this matter, as in all matters. Thus it would be necessary to ask him to see the said Mr. Pelt in April, in case he does not come through.

L. G. Labotière, a good book dealer, wants to wait for the brothers Labotière to give us their order before he adds several articles that he would like to have. He has spoken to them and they are only waiting for the return of the oldest brother before writing to us.

G. Calamy is mediocre, but does not want to do anything.

Brothers Pallandre the same.

Brulle, Et. Labotière, Jacques Nelam, Champes, are not good. I did not see them.

Foulquier and Guitrac are not book dealers. One is a binder and the other is a paper-maker.

Mr. Olivier Desmonts, a minister to whom Mr. Pomaret had recommended me, took some of our announcements of the Bible in order to try to sell some for us. He is a very honnête homme whom one can trust.

I have discovered a perfume merchant here, who is said to be very rich and who once stocked Protestant books. Even though he no longer has any, I urged him to try out our books, especially our Bible, so here is his order:

Order of Mr. Roques, perfume merchant, Sainte Catherine Street in Bordeaux, to be sent to Mr. Domecq, who will be our agent here, and who must have the said books at the disposal of Mr. Pascot, liquor merchant on the same street, because Mr. Roques does not

want to be known. All is to be sent at our risk up to Bordeaux, free of charge to Lyons, because there is no other way of doing things here.

13 for 12 Bible, folio

26 for 24 Grand catechisme by Ostervald

6 Entretiens solitaires

2 Fables by La Fontaine, without illustrations

13 for 12 Liturgie des Protestants de France

13 for 12 Nouveau Testament

2 Sermons by Bons, 3 volumes

4 Sermons by Durand, 6 volumes

4 Sermons by Jacquelot

13 for 12 Sermons pour les fêtes by Mr. Bertrand

6 Sonnets chrétiens

4 Morale évangélique, 9 volumes

13 for 12 Psaumes, large print edition, in the presses in Lausanne

We must wait for the Bible and the Psalms so we can put everything in one package.

We must draw on [tirer sur] the said Roques for the receipt of the merchandise, because he pays in cash.

The present letter is dated the first of this month and it will not leave before tomorrow, [the] day I also leave to pick up my horse. I was not able to negotiate the letter for L. 200 from Mr. Batilliot here, because it is too small. I drew one for L. 400, payable to Mr.

Nirai, because it is Mr. Perrelet who got it for me and negotiated it for a 6-days term, starting from the tenth. Please inform Mr. Batilliot of it.

I would have thought that Bordeaux was a good town for the book trade, but they say it is not, especially now that one can do nothing in America and that everything in general is horribly quiet. I am very sorry that my operations are limited to letting people know of our Bible, but I have been assured that a beautiful edition will succeed here.

I was not determined to pass through Cognac and Pons because this takes me away from my route, but Mr. Desmonts, minister, recommends it because there are many Protestants there and it would be good to let them know about this work.

I was astonished that you remarked to Bergeret that the Robertson package could not pass through Lyons. Could Mr. Revol not continue to smuggle our packages?

It also seems to me that it would be good, in order to make the trip through Lorraine and the north of France, to enter through Switzerland and become well acquainted with the entries, because the Lyons route is very long and uncomfortable in those regions. I believe you could respond to me at Malherbe's address in Loudun if you prefer it to Tours. In short, I will follow your orders in all matters and I am honored to be, with respect, sirs, your most humble and obedient servant,

Jn Fs Favarger

August 1, 1778

**STN TO FAVARGER**

Tours, etc. -- Mr. Favarger, October 18, 1778 c/o Mr. Valette

All of the circumstances make us adopt your point of view, dear sir, in regard to your letter of the 1<sup>st</sup> and 7<sup>th</sup> of the current month, #15, written from Bordeaux. The days are short and do not allow enough time to do business or to make progress. The roads will become bad in certain passages, and your sick horse will no longer be able to sustain such a long tour. Take, therefore, the most direct route to join us again without deviating too much from your route, unless it is to pass through the big cities. You have not responded anything to our letter from September 29, whose main purpose was to inform you that the Parliament of Paris is working on new regulations concerning the Protestants residing in France, that we will have prompt reports of everything as it is being decided, that these interesting pieces will all be carried in our Helvetic journal, which must bring it a good number of readers. You must talk about it a great deal, especially to the Protestants on the rest of your route, and you must announce that the issue that will appear at the end of this month will have an article about this matter, etc.

#### **FAVARGER TO STN # 16**

La Rochelle, October 21, 1778

In accordance with what I told you in my last letter, I now have the honor of informing you that upon my arrival in Marmande from Bordeaux, I found my horse very well recovered. Once I mounted it to take the shortcut to Libourne, I went over such bad

roads that I could hardly cover seven leagues per day, especially because this poor beast is still so weak that it wants to throw itself on the ground at any moment. However, I hope that with care and attention, it will return to its original vigor, although I am in a hurry to see this happen so I can move ahead.

Once I arrived in Libourne, I saw Mr. Fontaine, who is said to be mediocre, but he honors his agreements as correctly as possible. When I showed him our catalogue, etc., he told me he wanted to do business with our company for a long time, that he was going to the fair in Bordeaux, and that when he returned, he would give us an order.

Morrin, of the same town, is good, but he will not do much. He only stocks church books, more or less.

Cognac: Fs. J. Destains is the same as the one in St. Jean d'Angély, and since Messrs. Augier told me that one should not have anything to do with him, I did not see him. Since he is not staying in Cognac and since no one sells books there except for him, I was not able to sell any Bibles there, which annoys me because this detour has taken at least three days over roads where my horse lost his shoes at every moment.

Passing from there to Saintes, I saw [P...] Toussaint and Son, who are mediocre, but respectable people. Their turnover is so slight that they cannot decide to order the little that they sell from so far away.

Louis Deyles has more sales, even though he is mediocre. They say he is good up to a certain sum. He is well stocked and seems like a very active young man. He will deal with us, he says, especially for our Bibles, for which he will give his order, as well as for several articles from our catalogue.

Rochefort: Menier is a printer and does only that. Faye is rather well stocked, but since I have not been able to get a letter of recommendation for this town, I spoke to the innkeeper, who told me he was excellent, and since he seems to be so, I believed it and I obtained the following order from him. Since I did not feel at ease about him, I consulted Mr. Jean Ranson from here, who told me this man was a bad debtor. I asked him to write to several friends in Rochefort to know exactly what he is about and he promised me to do it and to tell you what he discovered. His response should serve as our guide. This man has given me an octavo book that deals with the elements of mathematics, containing 17 sheets. I agreed to the printing at 1500 [sheets] for his account, at one sou per page, delivered free of charge to Lyons or Orléans, depending on our choice, but it was necessary that it conformed exactly. It is precisely of the same type as the Morale évangélique. If Mr. Ranson gives us good news, perhaps you could do it. We had agreed that he would pay half upon delivery of the merchandise and the other half two months later. Here is his order, payable at a one-year term, free of charge to Lyons at your risk.

6 Arithmétique by Barrême

12 Contes moraux by Marmontel, without illustrations

6 Santé des filles

4 Velly 22 volumes 12

6 Les Incas

6 Magasin des enfants

4 Morale évangélique

6 Muses helvétiennes



- 4 Oeuvres d'Helvétius
- 6 Mémoires sur la nature sensible
- 6 Mémoire sur sur la formation du [coeur]
- 6 Mémoires sur le mouvement de sang
- 6 Avis au peuple
- 13 for 12 Vrais principes de lecture
- 3 Recherches sur les Américains
- 8 Supplement to the Dictionnaire of Bomare
- 13 for 12 Le Thévenon
- 6 Maladies des yeux by Guérin
- 4 Voyage à l'Ile de France
- 1 Description des arts
- 13 for 12 Nouveau voyage de Cook
- 13 for 12 Robertson

Here are the book dealers of La Rochelle: J. Legier and P. Menier are printers who do only that; Pentenelle, book dealer, is not good; Chaboceau is very good, but he did not seem to want to order from so far away. However, someone has asked him for the Description des arts, or so he says, and we have agreed with Pavie that when the former asks him for it, he will give him, free of charge, the copy he has [from us]. (Pavie: gave catalogue.)

Chaboceau will also take several Bibles when it is finished, but since he was absent for several days, I was not able to conclude anything with him for either of these articles, whose bill amounts to ..... L. 127-6-9

to deduct one Description des arts, for [his] account

that he does not want .....L. 73-2-6

Transportation for 8 volumes at 30 sous.....12-0-0} L. 127-6-9

12 copies of the Requête de Liguët that he does not want.....7-4-0

Discount [to which we agreed] for the livres philosophiques.....10-5-0

Received from him in cash.....24-15-3

It was impossible for me to make him accept the copy of the Arts on our account, but he promised me an order that I cannot add because the mail is leaving and I do not want to delay the present letter. I will have the honor of sending it to you in the next letter. I leave from here tomorrow morning, the 24<sup>th</sup>, for Niort, despite the rain that has not stopped for almost 13 days. Mr. De Longes is no longer here but in Paris, and Mr. Ranson, who sends you his respects, promised me to let me have his address. I strongly believe that this man will pay, but a bit late. I am expecting one of your letters in Loudun or in Tours and I have the honor of being, with many respects, dear sirs, your most humble and obedient servant,

Jn Fs Favarger

Although I was reassured by one of the clerks of Mr. Lalliere of Montauban that he had sent the quarto Bibles to Mr. Ranson, the latter has not received them yet. I am writing by this post to Mr. Janoty.

**FAVARGER TO STN #17**

Poitiers, October 28

com. fo. 77 Favarger our agent

R. November 7/ November 8

Sirs,

Regarding my last letter, I do not recall whether I had the honor of telling you that Mr. Longes is no longer in La Rochelle but in Paris, and that Mr. Ranson will send you his address because he was unable to procure it for me during my stay in that town. I am enclosing the original order of Mr. Pavie, who never wanted to give it to me on any other conditions, since it is true that it is difficult to obtain them these days, but since they are so hard to deal with, I declared to him that I did not believe that you would accept it, to which he responded that it was necessary that Mr. Malherbe obtain the [d... of ours], the Swiss, because [he swamps/floods the project of our articles and at prices that are much higher than the ones we charge in the stores.] By buying them, then, he says he must make a certain profit, but he cannot make a profit if he is obligated to pay for the transportation from our company or even from Lyons to here. I am even more annoyed

about it since he and Chabeau, who will do nothing, are the only ones with whom one can work in La Rochelle.

In Niort, there is no one but Cler Dufief who is only a binder, and a mediocre one at that. I tried to see him anyway, but he was absent.

Mr. Elies is quite good. I was not able to get an order from him. He responded that he would send it to us. He will take, he says, several Bibles and a lot of Psalms in large print from Lausanne, if the edition is beautiful. He also expects everything to be delivered to him free of charges and risks to Orléans. He also complained about Malherbe's prices and he says that the people in Lausanne that he has dealt with send him the orders free of charge to Orléans.

No one knows in Saint Maixent what has become of Planquais. They think he has enlisted, so it is [case closed/une affaire finie]. Brunet, book dealer, established in this town, is mediocre, but they say he honors his word. He will give his order shortly, mostly of religious books, but very few Bibles, which he finds expensive for this region.

Poitiers: Félix Faulion seemed too infatuated with the office of syndic that he occupies to want to make counterfeit books. He is an odd character. Anyway, Lo. Brand and he are two printers who do only that, although they are good ones.

Bobin, Guilleminet, Giraud, Joret, mediocre, but their sales are so small that they will not order anything from so far away. All of the others listed in the Almanach are not good.

Chevrier is very good. He will take the articles below, but still free of risks and charges to Orléans. He is also annoyed that we deal with Malherbe. He promised to arrange and favor our crates during their passage through his Chambre syndicale, because

in this town there is no shipping agent to whom I could speak about this matter. There is not even one in Orléans, where I will not fail to make out a bond. I believe it will be necessary to mail things to La Rochelle and Rochefort through Limoges, where there is no Chambre syndicale. Since I did not pass through there, I do not know whether or not the fees are higher because of it. In that case, one would avoid going through two Chambres and the order would be less [considérable/expensive]. You would do well to consult Mr. Revol and Co.

Order of Chevrier in Poitiers, to be delivered free of charge and risks to Orléans. The charges from this town and the entry to Poitiers are entirely his concern.

3 for 12 L'Adoption

3 Entretiens de Ganganelli

3 Fille naturelle

6 Robertson

2 Incas, octavo, illustrations

3 Miroir d'or

2 Morale évangélique 9 vol.

2 Piron

3 Histoire philosophique, 7 volumes, illustrated

3 Oeuvres de Maintenon, 16 volumes

3 Révolutions de Portugal

3 Révolutions romaines

3 Révolutions de Suède

3 Voyage dans l'Amérique septentrionale

1 volume 7 to 8 of the Arts -- he already has the first volume

3 Dorat

2 Système de la nature }

6 Mémoires of Terray } delayed

Since the mail does not leave Poitiers until Monday, I brought my letter to Loudun, where I finished it on the evening of the 29<sup>th</sup>. I went to see Mr. Malherbe, who is preparing to leave for Saumur, and I will accompany him. I will be able to talk to him then. They tell me he is doing well since the death of his father.

I had the pleasure of receiving your dear letter from the 18<sup>th</sup> of this month. I will follow your instructions regarding my route and I will do whatever I can to speed up my return.

I wish it had been possible to lead my horse back to you, but the road he has covered since he had some discharge, his miserable strangles had made his legs swell until they split and cracked, so I was forced to sell him in Poitiers for four new louis and to buy another one right away that is three inches taller and is more robust, of approximately six years of age and reputed to be good, for the price of L. 9 [fo]. Messrs. Chevrier and Humbert of the Chaux de Fonds, who had returned to Poitiers, helped me in this transaction. I greatly regret this loss and I assure you, dear sirs, that I only decided to do it in the greatest necessity.

Since then, I considered that I am not staying in any more towns, and consequently, the animal will not have any rest. In addition, there are the bad roads, damaged by the

rain that will not stop falling. I think I am well mounted, at least I arrived easily in Poitiers today. You will see on the map that it was a good day of travel, considering the setback and the season. Since I only saw Mr. Malherbe for a moment before supper, I cannot tell you anything about him, except that he believes his account has been settled, without having received our last two packages. I will announce that our journal will deal with a very important matter. I did not receive your letter from September 29. To what address did you send it?

I have the honor of being, with all the sentiments that are due to you, sirs, your most humble and obedient servant.

Jn Fs Favarger

### **STN TO FAVARGER**

Besançon -- Mr. Favarger, 8 [dt]

We have received your last two letters, one from La Rochelle and the other from Poitiers. We will not respond anything to all of their contents because that would soon become useless, but we have several things to indicate regarding Besançon.

1. Mr. Monnier, during your absence, offered us 220 [ly] of paper, assuring us that it was of the same quality as the one he had formerly provided for us. We accepted it and following the order we made to them, we received it, but to our great surprise, it looks much less white. We could not help but reproach him for it and declare that we held him responsible for it. Go and try to deal with him in one way or another, and if you do not

conclude anything, be sure to write down the proposals that he makes you. We will respond when you arrive.

2. We need paper for this journal. We are writing to you on a half-sheet of the one we use and of which there is only one [ream] left. See whether Mr. Monnier can provide some for us shortly and how much he charges for the same whiteness, thickness, and format. In this matter, it would also be necessary to see Mr. Ferreux and Cazeau, because we will give preference to the one who will promise the greatest promptness and whose price will be the most favorable.

3. You will surely not fail to see Mr. Lepagnez. He was here ten days ago, but did not give us any order. We informed him of your voyage. Try to sell him something; offer him the new books.

4. Mr. Charmet allowed someone to protest a draft of L. 340 that we made on his account, payable to Thomasset. He asked us to make it payable up to the 20<sup>th</sup> of this month. We responded that you would visit him, and that it would be very kind of him to give you that amount. Please ask for it without persisting too much if he claims that it puts him in a difficult situation, but in that case, he should not fail to send it to us on the day he promised.

There is still another draft for L. 300 drawn on Mr. Charmet, payable on the 20<sup>th</sup> of this month. Tell him on our behalf that we earnestly entreat him to keep his word. Gather some information about what people think of the state of affairs of this book dealer. We would not be loath to trust him again if he gives you an order, unless people tell you something very unfavorable about him.



When passing through Pontarlier, see whether there are still many of our crates in Pion's shop and encourage him to work quickly, since we have been hurried by Duplain. It would also be necessary to try to finish one way or another with Faivre. Make him agree to pay you as large a portion as he can of what we have been repeating to him. In this matter we give you free rein.

**FAVARGER TO STN #18**

Tours, November 4, 1778

Sirs,

You have surely received the letter that I had the honor to write to you from Loudun and which informed you that Mr. Malherbe had not received the last two crates, including the first one made up by me in two parts and another from August. He asks you to investigate it, since he particularly needs the Dorat. Since these crates are made by Mr. Revol, I will see about them in Orléans, in the shop of his agent, who I think is named Pissot, whether the 18 [Dorats] are not there. Then I will send you the news in my letter #19, which I will write from this town. In case these packages were forced to return, it would be necessary to add the same number of Dorats that it contained to his order that you will find enclosed.

After getting information about the current state of this man's affairs, I was told that there is nothing to fear from him, that he is very orderly and very active, that the death of his father left him well provided for, although his mother kept L. 1200 of revenues per

year, and that in general he knows well how to sell his [coquilles], and it seemed to me that he does not give much gold for a sou. [il ne donne pas beaucoup d'or pour un sol]

In Saumur, I saw Bd. Buez, who is mediocre, but he does not have any outlets, so he will probably do nothing. De Gouy is very good. Also gave a catalogue, etc. but this town is almost nothing, so neither one nor the other will ever do a great deal. The widow de Gouy only prints.

Chinon: saw Breton who is quite good, but [it] is even less than Saumur. The widow Amassar is only a printer.

Tours: Légier, printer, no longer does anything. Vauquier is only a printer. Vauquier Lambert, printer and book dealer, is very good. Gave a catalogue, etc. but it appears that he is more attached to printing than to the book trade. I do not believe that he will do very much. Birkenmayer, Chalmel, L. M. Légier are not good. I did not see them. L'Etourmy is one of the three brothers who tells me that his brother from Orléans orders for all three, one of whom is in Blois. Billauts is the best one here and he appears to be a successful book dealer, but he happens to be absent. I gave Mr. Valette, the older brother, our catalogue, etc., which he will send with the necessary instructions to the said Mr. Billauts. He will make him agree to give us an order, especially because he himself needs a [dozen] of our articles. Here there are only three Protestant houses, so the Bible will not sell. One can speak quite freely to the widow Mrs. Valette and son about everything they will need in this region.

I am leaving tomorrow, the 5<sup>th</sup>, for Amboise, etc. I am, up to the present moment, very happy with my horse. He advances infinitely farther than the other one.

I have the honor of being, Sirs, your most humble and obedient servant.

In Fs Favarger

P.S. It seems to me that since your journal must contain interesting things for the Protestants in France, you would do well to send one of the more interesting [folio] notebooks to the book dealers or other acquaintances in the towns where Protestants are the most numerous. You could add a note on the back of the envelope asking them to distribute it and make it known, as an experiment, to Mr. Ranson of La Rochelle, Mr. Roques of Bordeaux, who gave me a order, Mr. Desmonts, minister of the same town, Buchet of Nîmes, etc.

Order of Mr. Malherbe of Loudun on our former terms:

1 Encyclopédie, quarto, third edition, for which I received L. 12 of subscriptions, below is his order. You should try to put this object and the following ones in the same package, if it is possible.

13 for 12 Milliot [...] or 12o if there are no more octavos.

13 for 12 Bibles at L. 18, which, he believes, he has already ordered

.....1 Les Mémoires de la Société de Hesse Hambourg. Try to procure it for him.

10 or 12 Epreuves du sentiment

.....10 Système de la nature

.....6 Système social

.....10 Théologie portative, if it is in 2 volumes, otherwise not at all

.....10 Vrais principes du gouvernement français

26 for 25 Pucelle 12o, not octavos

.....6 Fausseté des M. at 14 s.

**FAVARGER TO STN #19**

Orléans, Sunday, November 8, 1778

Sirs,

When I arrived here Friday night, I thought I would be able to do my business yesterday and leave today, but since that was not possible, I am beginning the present letter and I will finish it whenever I can.

To follow [collectively] the towns on my route, I have the honor of telling you that when passing through Amboise, I found out about the book dealer Philippe. I was informed that he was a peddler who only lives here sometimes and who does not deserve to be trusted much. I would still have seen him if he had been here.

Blois: Charles and Ph. Massot make up a single printing house and only stock church books. L'Etourmy is one of the three brothers who, according to what I have been told, do rather well and deserve some trust, but it is always the one from Orléans, who can afford it, who makes the purchases. Mr. L'Air père has not yet paid the drafts that we have made on his account, payable to Batilliot. I expected to receive some news about him from you. I went to poste restante, but there was nothing. This man claims to have several fees to charge us, but since he did not have the time to give me a list and since I

did not know the amount due, I was not able to finish with him. He has sold a second copy of the Encyclopédie of Yverdon. He also told me that he had a good crop this year, which will allow him to pay us, and he will do it. You should be receiving a letter from him with his payment soon. If you still do not have it by the time you receive this letter, you should write to him to pay Mr. Batilliot, who must also be told to present the said drafts which will not fail to be paid.

Concerning the following volumes of the Encyclopédie and of the Arts, he responded that because the company no longer trusts him, as he admits he deserved, he asks you to send them to Mr. Malherbe, or to any other person whom you judge to be appropriate, and whom he will pay according to your instructions. When you give him notice that the package has been sent, you must not fail to tell him how many volumes of text and illustrations there will be of the Encyclopédie of Yverdon. He is reputed to be a respectable man who has some assets, but three or four bad deals and as many bad harvests have made it impossible for him to honor part of his business affairs.

Orléans: Courret de Villeneuve, although he is quite brilliant, must be classified as mediocre. Of the [account] that I presented to him, he says he settled it with his bills. However, I asked him to check in his books, which he cannot do during my stay. He must have left today for the countryside, but, he says, he will do it in a letter that he will write shortly, to which he will add an order at an 18- or 24-month term, otherwise he cannot do anything.

The widow Rouzeau is quite good, but she only has classical works. Same for Chevillon, the older brother. Jacob is one of those syndics full of the self-importance of his charge. He is very much against counterfeits. I was advised not to see him. Sion is not

good. Chevillon, the younger brother, is mediocre. His son-in-law, who is said to have some assets, is working to re-establish his commerce. He will send us an order, mostly of religious books. He is the only one here who has any. Our Bible seemed a bit expensive to him, but he will decide whether to give it a try once he receives the invoice of an order that he gave recently to Mr. Fauche. Courret advises you to make an edition of a book entitled Les Jeux et amusements de la petite Thalie, in one volume, 12o, [at the printer] J. M. Bruyset and Son in Lyons, which he says is a very good work, which means that it sells.

L'Etourmy -- Les Lettres d'Eulalie by Dorat, which would add a seventh volume to our collection. L'Etourmy still has not paid our draft of L. 200 on him, payable to Thomasset for the end of October. It has not been presented to him. He will pay it, as is his duty. The one for L. [--- ], payable in a one-month term, has just been settled. He absolutely does not want to take the two quarto Histoires de France, which he says he never ordered and which are missing the sheets of the frontispices and the first sheets of the preliminary discourse. He also does not want the Histoire de Louis XI anymore, of which there are five copies, because they are very defective. (When I asked him for the list of defects, he was not able to give it to me for lack of time, because he is getting married tomorrow, the tenth of the month.) Secondly, because this work, taken from Velly's Histoire, one can see "tome 15" or "16" written at the bottom of the pages, so no one wants it. He also remarked that you added two octavo Milliots to the last package, instead of the in-12o. [Un 15- 15- rel.] [he has some, he says, that did not cost him as much,] but he decided to keep them because of the binding. The same is true for the 25 Eloges de l'Hôpital that he found instead of the Pensées of Pascal, but he will perhaps

keep them both and he will decide when they arrive. If he does not keep them, the amount of his bill will be reduced to very little [, which he will] add to the bill that he will send us when he receives it. I did everything I could to persuade him to keep all of it, but it was impossible. He will give us an order and when he submits his bill, especially for the 25 Milliot.

Mussot, a very good book dealer and printer, will send us his order which, he says, I [will receive] before I arrive home, especially of the Milliot in-12o. He offered me, as an assistant in their Chambre syndicale, to favor the passage of our Bible, but I prefer the route of Mr. Pissau Cagné, a very good agent who will pass everything we want, if we disguise our Bible under the names “hats,” “haberdashery,” “drapery,” etc.

I was not able to find Mr. Revol’s clerk here, either because three or four of those people I visited were afraid of being open with me, or because this friend did not smuggle Malherbe’s crates through this town. They all pretended not to recognize me.

Perdroux, book dealer, mediocre, found in our catalogue several articles to his taste, but he only wants to exchange them for those of their religion, which are more or less his sort. All of the book dealers in the Almanach and not in my letter do very little and do not deserve much trust. I am leaving tomorrow, the tenth, for Gien and Auxerre and I have the honor of being constantly devoted to your service, gentlemen, your most humble and obedient servant,

Jn Fs Favarger

I will go check the poste restante in Dijon and Besançon, as well as Dôle, to see whether I can find one your instructions for a [...] that is not in my notebook.

**STN TO FAVARGER:**

Besançon -- Mr. Favarger, November 15, 1778

We have received your letter #19 from Orléans. You will not get any letters from us in Dijon or in Dôle.

If you find the Lettres d'Eulalie by Dorat in Besançon, bring us a copy. Mr. Ferreux and Cazeau sent us two samples. They say they can provide 50 r. for us at first and then 50 others in a short time for L. 5 per ream. We are first accepting the 50 r. that are ready to be sent and you must ask for the prompt delivery of the other 50, and we would even need 200 [ly] in all. Perhaps this amount will persuade them to give us a reduction of 5 or 10, which we must try to obtain by remarking to them that we will do a lot of business with them if they want to treat us favorably.

The second sample would also be suitable for a hundred reams, but they say that they do not have it at present, and that they will produce some as soon as possible. That is what we will have to persuade them to do, since we need them for the journal. We tell him that we need workers, especially typesetters. On the 8<sup>th</sup> of this month, we already sent a letter to Besançon [to this effect]. If Mr. Monnier had some paper of the same format as the Mr. Ferreux's two enclosed samples, it would be good to see which of the two houses would deal more favorably with us.



It is necessary to observe that Ferreux's prices only include the paper itself and that the transportation by coach to here would add up to 7 s. or L. 0-7-6 per ream, while Monnier would send it all to us free of charge up to here. [The former] limits the sample of the largest one to L. 5-7-6 and that of the smallest to L. 5-2-6. It would be the same thing as Ferreux at L. 5 and L. 4-15-0 and even for the same quality, we would give preference to Monnier because we would pay at a six-month term with the bill payable in the provinces, while we pay on the conditions of others at a two-month term in Paris and Lyons.

We remind you once more to see whether our packages have left Pontarlier or Saint-Sulpice.

**FAVARGER TO STN #20**

Dijon, November 15, 1778

Sirs,

When I arrived safely here today at 5 o'clock in the evening, my first concern was to check the poste restante to see whether I would find any of your instructions and to prepare myself to execute them tomorrow morning. Since I did not find any, all my activities will be limited to seeing Messrs. Capel and Frantin, the only book dealers with whom there is anything to do. I will also try to find out whether there are any other agents than just the widow Rameaux and Son. If there are any, I will see them and I will not close the present letter until it contains everything that concerns this town.

You know, gentlemen, that the only town that I have seen since Orléans is Auxerre. I saw Mr. Imbert, to whom I was recommended by Mr. Pissau Cagné of Orléans, who is a very good agent and very disposed to do us a favor, and to whom one can safely go in case of need. Mr. Imbert, as I said, finds that the two book dealers in Auxerre are hard to collect from, including Bonnare. I began by [...], with whom there is not much to be done. Furthermore, Bonnare asked me whether you had negotiated his first bill, which he is waiting for in order to honor it, as duty requires. He says that he wrote a letter to you some time ago, in which he made an order that must be cancelled and the enclosed one should be followed instead, if it has not been sent yet. Otherwise, cross out the articles already provided and only put in the additional ones. However, I do not believe that there is anything to fear from him. He is an old bachelor and rather well stocked, and he seems to be an honnête homme. Besides, Mr. Imbert seemed to judge these two personages too quickly and without much reflection. I do not know whether you have delayed sending his package because of any news that you have received. Whatever it may be, here is his order:

3 Dorat

6...4 Piron

3...4 Molière

3...3 Oeuvres of La Harpe

2...3 Oeuvres of Helvétius

5...6 Robertson

2 Bibles folio, our edition

- 4 Contes by Gessner and by Diderot
- 4 Contes by Baumont
- 3 Géographie historique
- 3 Dictionnaire de Suisse with map
- 5 Droit des gens 12o
- 3 Eléments by Milliot
- 3 Eloges de l'Hôpital
- 4 Entrevues de Ganganelli
- 6 Essais sur la liberté by Tremblay
- 3 Essais by Sinner
- 2 Fille naturelle
- 3 Histoire de Charles XII
- 1 Histoire de Genève
- 2 Histoire de Guzman d'Alfarache
- 4 Histoire des découvertes les plus nouvelles faites... Perse if it is finished, otherwise wait until it is.
- 3 Aventures de Robinson Crusôë
- 5....3 Histoire philosophique octavo, illustrated
- 3 Idem, 7<sup>th</sup> volume 12o separate
- 3....3 Jezennemours
- 4 Instructions de Catherine II avec le code de lois
- 3 Instructions d'un père à ses enfants

- 2 Lettres chinoises etc. 6 volumes 12o, as many of the third volume of Lettres de Ganganelli, because he has some of the first two
- 2 Mémoires de Sophie de Sternheim
- 4...4 Mémoires de Noailles by Millot
- 3...4 Les Hauts grades
- 4 Observations... sur les armes de S. M. Prussienne
- 3 Poésies de Haller with vignettes
- 6 Avis au peuple
- 6 Pensées nouvelles et philosophiques
- 3 Recherches sur les Américains
- 3 Socrate rustique
- 3 Système d'éducation de Russie
- 2 Nouveau voyage de Banek if it is done
- 4 Voyage sentimental

When sending notice to Revol and Co. of Lyons, we should tell them to hire the first driver who is willing to take the package for less than L. 7-10-0. If they do not find any below this price, take advantage of the [Gimbarde] publique, which only charges this price [de cent] and for faster service, since some of these articles must arrive in a hurry.

After gathering information about the house of Mr. Jacques Nublat and Son, local agents, I went to see them. They will receive our crates and they will have the acquits discharged, which are certainly delivered at the border for this town. This is how they manage to smuggle those of the Lausanne and Geneva dealers, who trust them. The crates

arrive in customs sealed with lead, and they remove the lead to examine them. Since there is no room designated for this purpose, the syndic, Mr. [C...] goes to the agent, who has been careful to remove anything improper that could be in the crate. Even though the weight of the crate is written on the acquit, he does not check the weight. The acquit is discharged and sent to the frontier. The crate makes its way toward its destination.

Here are the precautions, then, that it will be necessary for us to take: Place everything that should not be seen separately, on top of the crate, [in a b... of the package] before the examination. Someone will put it back afterwards and the acquit will be discharged. You should also be careful to indicate to Mr. Nublât the weight of everything that must be extracted.

Regarding what we will have to smuggle into Paris, we must ask for their instructions. They have their methods. One can begin by Bonnard's order above, which is a mixture of counterfeits and articles that can pass. These gentlemen will be sure to tell us of the variations that could occur in the Chambres syndicales.

Mr. Capel has paid our last draft. Gave a catalogue. He will give us an order. He needs a supplement to Bonnard's Dictionnaire. Mr. Frantin, gave catalogue, etc. I do not know what results that will produce. I leave at two o'clock for Auxerre on the 16<sup>th</sup> of this month and I am your devoted servant,

Jn Fs Favarger

No. 20 Dijon, November 15, 1778

**STN TO FAVARGER**

Besançon -- Mr. Favarger, November 17, 1778

Find out about the price of wheat and see whether you can buy some of the good sort for a better price than here, including the fees and calculating that the [éminé] costs 21 [bz] to 21 ½ [bz], which is L. 3 or 3.2 franco in the market. Good wheat weighs 22 to 23 pounds, of 17 [ounces]. You must get information about what the unit of weight is in Burgundy or Franche-Comté, so you can calculate by the unit of weight here and add the charges to the cost price. It would be easy for you to see whether there is a profit to be made. You must be careful not to buy wheat from the mountains because its shell is too thick, so it yields too little flour and more bran. If you cannot recognize it yourself, you must have it examined by someone you trust and who is knowledgeable, and if you find a profit, you can buy up to eight sacks of eight [emine], each of here, independently of the orders that M. O. and Bosset have given you in our last letter.

It is said that they make in Besançon an excellent cherry water, preferable to that of the Thonne and Morat districts, and for a lower price. It would be necessary to take a small sample and to get some information about the measure, how it compares to the one from here, or if it is more convenient, ask for the price using the measure of Pontarlier.

We have received a response from Mr. Monnier about the papers that we are keeping at his disposal. He maintains that they are of the same quality as the one we had gotten from him, and we affirm that it is of an inferior whiteness. We mean in comparison to the one they provided for L. 7, which is the price they want to sell it for. However, we do not want to enter into difficulties, but it is not reasonable to pay for bad quality as for good.

Finish the deal as well as you can, between L. 6-10-0 and L. 6-15-0, but no higher. See what there is to do about the passage to Besançon.