

**Instructions and information**  
**for J. F. Favarger 1778**

Saint-Sulpice

- See Messrs. Meuron and Philippin to find out whether all our packages have been sent.

Pontarlier

- See Mr. Pion about the same.

- Try to settle Faivre's account by arranging things with him as well as you can. You have the abstract of this account.

Bourg en Bresse

- Messrs. Robert and Gauthier, with whom you have a current account, are proposing an agreement to their creditors. You should ask them to give you their proposals in writing and signed, without accepting them, and then send them to us right away. Also, get information about their state of affairs here and in Lyons. If they have books that you know are good, and which they would want to give as payment at favorable prices, it would perhaps be good to accept them.

Their account only consists of two packages:

May 17, 1777, delivered to Mr. Faure, their clerk, for...	L.155-3-0
September 24, 1777, sent to Belfort to the same for...	<u>L.156-12-0</u>
	L.311-15-0

- See Mr. Vernarel and gather information again about his solvency.

- Find out about Mr. Pion, whether the Chambre syndicale of Besançon is established, and whether one can send Libri by this route without any punishment from the Intendance. In general, gather as much information as you can at the frontier and elsewhere on the roads.

B. de Copatin

Vienne

- See the book dealers and get information about their solvency. [crossed out]

Lyons

- See Mr. Revol & Co. in Lyons, our new agents, and ask whether they will be able to continue avoiding the dangers of the inspection of their Chambre syndicale and [those of their own] up to the destination of each ballot. If they have any instructions to give us, ask them to give them to you in writing, or write them yourself as they dictate them, and immediately report them to us word for word. Ask them for the addresses of the agents of all the towns.

- Claudet Brothers & Sons: see whether they could not do the same commissions for us; we would willingly give them preference. Ask them for the addresses of the agents of all the towns where we work, and especially those where you should pass, and see whether counterfeits can be smuggled into these houses. Continued on fo. 15.

[...]

[Note:] Spoiled sheets, see letter #1.

- Mr. J. M. Barret: try to make him settle the balance of his current account that you have. Also, have him send good articles during your stay, especially those that the brothers Périsset could be lacking, to settle their exchange account, of which you also have the abstract. If you absolutely cannot obtain either settlement from him, ask him the reason for it. If it is because of a difference in our accounts, ask him to furnish his own detailed accounts so that we can put them in perfect order. The spoiled sheets below will be necessary, and if it happens that he does not send something out during your stay, take the spoiled sheets and give them to Mr. Claudet, so he can send them to us when he has the opportunity, of which you will inform us.

Copy of 1. Bayle's Dictionnaire, first notebook

2. Dictionnaire des grands hommes, 1772 edition. The sheet Bb of volume 4 begins by

“perfectionna” on page 385 and ends with ‘1694’ on page 400. Edition in 2 [coll.]

See all of the paper merchants of Lyons. Compare prices, take note of the most favorable ones.

- Mr. Dumont, Saint Domingue Street 8.15 ~ and 7 [...]

- Antoine Girard

- Charbonnet, Widow Philippe, Clermont Street

- Tavernier

- Paulian, Lanterne Street

- Widow Bernard, Mr. Vacher, Saint Jean Street

- Trouiller, Bon, Joannin, Forey, Sirène Street

- Mr. Jacquenod films has an account of which you have the abstract. You must make him approve it and try to make him pay the balance, and try to get an order from him. See whether he could not favor our packages and how we should act in this matter.

[...]

- [...] There is a supply of Description des Arts in the shop of Mr. Claudet and Sons.

- Mr. Gabriel Rigault: ask him for a list of his new books for exchange and indicate them to us.

Give him the catalogue of exchanges and ask him for the following spoiled sheets, which you will also give to Mr. Claudet, recommending them not to forget about them. They already have some from the Los Rios brothers.

Spoiled sheets to ask them for:

Copy of: 1 Richardet, sheet G of volume 2

1 Paysan perverti, sheet A of volume 1

Grandisson [...] G. Z. and the carton of volume 2

- Mr. Cartaud: book dealer to whom we write on occasion, but whose solvency is unknown.

[...]

From Portarlier to Lyon

[...]

- 3. See Mr. Joseph Duplain, try to find out, but without showing too much curiosity, how things stand in regard to the printing of the quarto Encyclopédie, how many presses are working on it in Lyons or elsewhere, whether they have started the third edition, how large their pressrun will be, where Mr. Dubois stands in regard to Barret, Grabit, and other associate book dealers who wanted to compete with us for this work, whether they will distribute the first volume of plates.

[...]

5. See Mr. D'Arnal, give him once again a thousand thanks for his great attention to our affairs. Chat with him a little about the quarto Encyclopédie to see whether people continue to subscribe to it, what one thinks in general of the enterprise and of its execution.

6. It is especially among the book dealers who do not print that you could hear reliable news about what people think of the quarto Encyclopédie.

7. Find out also where things stand regarding the project formed by Mr. Barret and other Lyons book dealers to print the octavo edition of the Encyclopédie: whether it is succeeding, who his associates are, where they are printing, what quality of paper, the price of a sheet for composition and in the press, in what amount, etc. If someone asks you questions about what interest we could take in this affair, simply say that you know nothing about it.

8. Listen attentively to everything that Mr. J. D. has to say about our Encyclopédie, and avoid making any advances. You could say how scrupulous we are about the choice of paper, concerning the weight and the pulp. Assure them that we have paid a high price for it, and that we have a considerable provision of it in stock., but do not name our merchants. Ask him to send us promptly the volumes that are being distributed, and tell us whether they have sent us the spoiled sheets that are missing in two copies, which you will write down.

[...]

9. Speak to J. D. of our wish to run off a volume at 6000. Ask him to write to us. Tell him that the volumes could not have been corrected with more care and by more educated people, that all possible attention is given to the execution, that our printing shop is better equipped in every way than any of those that are being used for this job, that we have much paper that is superior in beauty to that of Lyons, that we have specially equipped our factory for printing the folio edition, which his quarto edition has delayed, that it is only fair that we be recompensed in some way. If it is impossible to make him agree to one volume run off at 6000, say that we the agreement gives us the right to run off three volumes at 2000, and we propose that this article will not undergo any difficulties. Finally, ask Mr. J. D. to procure us as many articles as possible, and to tell us without delay what we can expect, because volume XXIV is already well advanced, and it is wasteful to remain idle. If volume XV has been slower, it is 1. because it is very large, and 2. because of the papers, for which we are counting on him. We are in the middle of it now.

N. B. Tell us in detail what you will have done and observed in this matter.

10. Try to find out what people think of the Encyclopédie that is being printed in Liège, and how far they have advanced. The Lyons dealers, especially Barret, Duplain, and Grabit, should be informed. If someone asks you why we are interested in this project, avoid saying anything that could enlighten them on this matter.

11. Try to find out the main works that are currently being printed in Lyons and Marseilles.

12. In conversations with book dealers, notice which are the works that are most in demand and tell us in your letters what people think of the Condillac.

13. If any workers present themselves, whether compositors or for the presses, give them our address, without giving them any advance payment. If they need money to travel, you can advance up to one louis, depending on the distance; but they must give an acceptable security by the agent of the town where you are, and warn them that this advance will be discounted later from their account. Furthermore, you can assure them that one lives very well here and that wages are higher here than in France.

14. If a good foreman presents himself in Lyons or Marseilles, who could, like M.S., set type himself and correct on the stone, let us know, because he may be able to help us progress and act as an assistant to M.C. This matter must be done carefully, because, as you know, it is the soul of the business. Take down his conditions in writing and, if possible, from the hand of the applicant, so you can judge what he can do, because it is necessary that he have some education.

[...]

#### Vienne

- See the good book dealers, offer them our articles, especially the widow Vedeilhe, to whom we have written.

#### Grenoble

- We have already sent a package to Mr. Brette. In accordance to what you knew of him, the package was well paid for; it would be necessary to try to renew his acquaintance.

- The widow Giroud in the Palais-Royal asked us the price of the Description des arts. We responded to her letter, and she did not write back. She wants the Arts separately, to which we were able to agree. Try to become acquainted with her, but find out about her solvency.

[note, preceding page:] See Brette, book dealer in Grenoble, to whom we sent a small package.

Try to become reacquainted with him, in case he is reputed to be solid.

[...]

#### Valence [...]

#### Montélimar

- Once you have arrived in this town, find out whether there are good book dealers in Viviers, which on the other side of the Rhône, and act according to what you have been told. A great deal of contraband is done there.

Avignon [...]

Cavaillon

Orange

Apt

Aix

Marseilles [...]

Toulon

Arles

Nîmes

- Mr. Buchet: you have a current account, which lists we still need to see, apart from his bills, and which bills are yet to be paid. This book dealer asks for a term with four years in order to pay the total of what he owes us without reductions, one quarter each year. We refused to grant him this period, unless he provides a security, as is his duty. That is what we continue to demand and on what you should insist, and if you are introduced to people who will guarantee for him, get [good]

information about them, particularly whether they are solvent. If Mr. Buchet refuses to give this security, either because he does not want to or cannot find one, try to discover exactly in what state his finances are, whether he is a man whose word one can count on, and whether he does not favor other creditors to our detriment, and send us word of everything that you discover, for our future guidance.

Nîmes [...]

Uzès [...]

Ganges [...]

Le Puy [...]

Mende

Lodève

Montpellier

- Mr. Ab. Fontenelle: Tell him how distressed we are that we have been deprived of his correspondence and of his orders for so long, even after sending a number of letters that, one after the other, renewed our offers of service. Try to renew our ties with him.

He owes us: from November 20, 1777, 2 octavo volumes of the Arts at L.8-5-0, for a total of L.

17-10-0

- Mr. Rigaud, Pons and Co.: Although we have constantly done business with them, we have nothing in particular to say to them, but ask them to give you a good order.

- Bimar and Jeanjean: take prospectuses and catalogue sent to them by Mr. Claudet.

-Mr. Vialard, Touron and Co., merchants, could be useful for giving us information about other book dealers in their town and elsewhere. Repeat to them how grateful we are for the favors they have done us and most recently with Messrs. Croisilhez of Montauban.

Ask these gentlemen to give us a good recommendation for one of their friends in Toulouse, where there is a large number of book dealers and where we have no one.

Béziers

Agde

Carcassonne

Castres

Toulouse

- M. Sens and Co., from whom we have several packages, among them two copies of the Description des Arts, volumes 1 to 8, and also 2 copies that Mr. Claudet sent to them. The relations we have had with this company oblige us to deal with them only in cash, and they have paid for everything. It would be necessary to expand our business with this company. Take good information about their assets, their way of conducting business, and consequently write to us about it, and your conduct will depend on the orders that you can get from them.

[...]

Albi

Montauban [...]

Cahors

Agen

Tonneins [...]

Bazas

Bordeaux

- Mr. Bergeret: you have the abstract of his account with us. Try to do business with him. He is the only book dealer that we have in this town. Get good information about others and consequently offer them our services. Ask him to pay what is due.

- Mr. De Pelt in Bordeaux, professor of mathematics and experimental physics: you have the agreement that we made with him for the edition of Eléments des mathématiques and the account that he has with us for the printing of the first volume. It will be necessary to work to get the balance, either in cash or in good bills, use [les mêmes et les faits] if necessary. If you cannot settle it yourself, follow the advice from the people to whom you will be recommended, submit the said agreement and the account to a prosecutor, in order to be solvent and expedient. Tell us so that we can send him our [power of attorney].

[...]

Angoulême

Cognac

Saintes

Saint-Jean-d'Angély

Rochefort

La Rochelle [...]

Niort

Saint-Maixent [...]

Poitiers

- (passage crossed out) Mr. Chevrier, book dealer, whose account you have, refused to pay the balance, with the pretext that our articles were too expensive and that there were defective ones. It would be necessary to grab something, and to finish with him. If you receive an order from him, it would be necessary to make him sign and stipulate all the prices, and (note:) his account is settled.

[...]

Loudun

- Mr. Malherbe, the older brother, merchant: our accounts are in order, you have an abstract of it. If he has received our last package, it would be necessary to ask him for the payment. Find out whether the death of his father has left him better off.

SaumurChinonTours

- Mr. Billaut, book dealer: we have sent him a package, for which he has paid. You should renew contact with him. See the abbé Rouère, secretary of the Société d'agriculture, give him our respects, ask for his protection and services, talk to him above all of the Description des Arts.

Blois

L'Air, father and son: We will write to you about him in case we get news from Mr. Batilliot of Paris, who has our drafts on him as credit. Whether he pays them or not, it would be necessary to see him and come to an agreement about the next volumes the Description des Arts and those of the Yverdon Encyclopédie, which we do not want to deliver to him, unless he gives us he payment in advance, or a good security.

Orléans

- Mr. Courret of Villeneuve le Jeune in Orléans: you have his current account. If you get an order from him, let it be under the express condition that he will give us his bill, payable twelve months from now, as soon as he receives the package

- Messrs. L'Etourmi, brothers. Find out about their state of affairs and act accordingly in regard to the orders they may give you.

N.B. In Châteaudun, near Orléans, there is a book dealer named Dumont who wrote to us and does not want to give us the assurances we demanded for the payment. From Châteaudun, you can move on to Chartres, where there are many book dealers.

MontargisSens

- Mr. Lavigne: on June 30, 1777, we sent him a package that was seized at the city limits of Paris.

It would be necessary to demand the payment nonetheless, because we do not send things at our peril and risk. The price of this package amounts to L. 40-19-0. If it is impossible to obtain the whole amount, try to get part of it, at least.

Get information about his affairs and whether they are in a good state, and if he wants to give us a good commission, insist less strongly on the payment of the small sum above.

Troyes [...]Bar-le-Duc [...]Verdun [...]Pont-à-MoussonNancy [...]ToulLunéville [...]Neufchâteau [...]

Remiremont [...]

Haguenau [...]

Strasbourg [...]

Sélestat

Colmar [...]

Bâle [...]

Colmar, continued [...]

General Instructions:

-- Give out prospectuses of the Description des Arts

-- [Give out prospectuses of] the quarto Encyclopédie and get subscriptions for the third edition.

Make agreements and demand L. 12 as an advance for each copy, according to the terms.

-- Each volume of the Arts is sold to individuals for L. 12 and each plate for 4 s.. It is sold to book dealers for L. 6, and the plates for L. 0-2-6.

-- The Encyclopédie is sold for L. 10 per volume and L. 18 for those of the plates. Discount for book dealers of L. 2-10-0 per volume, either plates and text. And the thirteenth copy is free.

-- Give out many announcements for the Bible, especially in Provence and Languedoc. The price is L. 24. Discount of L. 6 for book dealers and the thirteenth copy is free.

-- Get information about all the book dealers, particularly those you will meet. Stipulate and agree on the conditions on which you will take the orders.

- If the Claudel brothers or Mr. Revol and Co. in Lyons have agreed with you to deliver all of our packages up to their destination or just up to Lyons at their peril and risk, make the same agreement with the book dealers.

- Take care to put in writing everything you find out about the book dealers, following the information you will gather. Especially in Lorraine, try to sell livres philosophiques, of which you have a list that includes numbers and prices. You can even give a small discount if you are able to sell a large quantity at once, or give the thirteenth copy free.

\*It would be a good idea to have several sheets of the Bible with you as samples. You should propose this new edition to the Protestant ministers whose names you will have found out.

Besançon [...]

Châlons [...]

## FAVARGER DIARY

### Responses to give to headquarters

#### Saint-Sulpice [...]

#### Pontarlier

- The same...

- Lons-le-Saulnier has only two book dealers: one is Delhorme who wants no books except those he makes.

- Gabriel is an honnête homme, but poor. His store is only open during several hours and is not worth 500 [...]. I gave him a catalogue and prospectus for the Arts nonetheless. We should hardly do anything with him except in cash.

#### Bourg

- Vernarel enjoys good credit, always pays well. He will give a small order.

- Robert and Gauthier have not given their balance sheet here, they only were content to draw up an inventory and send it, or carry it themselves to the Châtelet in Paris. The prosecuting attorney objects to it. They should have done it here. They say that their affair is concluded and others claim it is not. They offer books as payment, of which I sent a list to headquarters. The clerk said that Mr. Batilliot had told him and congratulated him on their agreement and he also said that he hoped we would not put up any obstacles. Finally, Vernarel has to pass through Neuchâtel from Geneva, where he is. What is certain is that the security they offer is unknown in Bourg. He must be in Paris, assuming that there actually is someone who wants to vouch for them. In case Gauthier does not pass through Neuchâtel, it will be necessary to speak, under the auspices of Vernarel, to Mr. Reyledet, prosecutor of the bailiwick in Bourg, who will take care of our affair. I

was not able to see him; he was absent. He is said to be a man of probity. I was unable to find out whether other creditors were being favored, because the affair is being judged in Paris.

- Comte does not want to do anything.

- Neither does Besson.

### Lyons

- Mr. Duplain: The third edition of the quarto Encyclopédie has begun. It is being printed at 4 reams 15 quires. He must have written to headquarters to ask that the Bible appear under our name and he must be waiting for a response. He gave me prospectuses, etc. I was unable to find out how many presses were working on it, or on the other edition. I will find out from others. He promised me three volumes of that one as well as a fourth one at 6 quires (that is what he solemnly promised in the presence of Mr. D'Arnal.), but it is necessary to advance to the 24<sup>th</sup> [volume]. The first volumes of plates will appear with our 15<sup>th</sup>, with which he is very content. He asks you for the continuation. I did not fail to insinuate that he should find printers to correct well. He took no trouble to concede. He complained of the delay of our 15<sup>th</sup> volume. I convinced him that it was not our fault at all.

[...]

- Mr. Revol will not take responsibility for the crates that will run the risk of being seized or for those that will be seized, but he will make sure that the packages pass without danger. For this to be possible, here are the precautions need to be taken on our part: first, it will be necessary to send as many books as possible along with the Encyclopédie by forming a single crate of two or three or more packages. Be sure to put those books that are meant for a single province or two neighboring ones, or those for the south of France, for the route to Paris, and so on, in these crates, which will always follow the number of those containing the Encyclopédie.\* (besides, what will go along with the Encyclopédie does not need this precaution, because he makes them pass through the Chambre.)

Those for the route to Paris must be unloaded at the Croix Rousse, from which they will be sent through Châlons without passing through Lyons, assuming, of course, that the acquit à caution will be discharged and duly sent to the office from which it was taken. Those for France must pass half a league from the Lyons gate, where Mr. Revol will have them taken and resent to their addresses.

- It will be necessary to warn Mr. Revol of our expeditions as promptly as possible so that he can give his instructions to the border agents. In spite of the recognized negligence of Pion, it is still necessary to send him everything because he is the one who has to load and inform to the drivers, to whom all the necessary instructions will be given precisely by Mr. Revol, depending on the circumstances. To send the Encyclopédie: someone must separate our counterfeits, which absolutely cannot pass through the Chambre syndicale here or anywhere else in the present circumstances. Make packages of the same size as the Encyclopédie [sur six ou dix] and put in two of those. Finally, since we correspond continually with Mr. Revol, it would be good to warn him in advance and wait for his response and directions so that we can follow them. He will receive our counterfeits at his place and will keep them in custody. Finally, it seems that if Mr. Revol is warned in time, if Pion follows Mr. Revol's directions in detail, our crates will not run any danger because the facilities that he can put into use are very numerous and his methods seem certain to me. Mr. Revol wrote today to Saint-Sulpice to make them send our packages, which have been delayed. If it has not been done yet, he gives his orders. You should not fail to indicate, along with the mark and the number, the weight [au juste poids de marc de ...] packages, of which we will inform him. For the rest, it is not necessary to put together the Bibles, which will not arrive with the crates of the Encyclopédie. The crate will depend on the amount of the order. If it happens that you have some small packages, it is still necessary to wait until there are several in order to make one delivery out of all of them without mixing them. All of this is to avoid fees. Mr. Revol will give me a letter for Mr. Chounou of Toulouse. It will be necessary to ask Pion whether he can send the crates on a different route, once the acquits à caution that are delivered to

the offices, either of Frambourg, or of Pontarlier for Lyons, which he is sending to Mr. Revol by the post, are discharged in the usual way (returned through the same route). For example, we have a package to send to Chartres, which is close to Paris. We have no means of putting it on the road, we are taking an acquit for Lyons. This acquit is discharged here. Could he not put on the road to Chartres, directly from his place? It seems to me that he can, because why should he care what happens to the crate, provided that the acquit is discharged? We take multiple detours only to avoid 1. several Chambres syndicales 2. all the resulting expenses 3. the delays and the time it takes for these packages to arrive at their destination.

He should not be trusted too much, they say he is bold and of few means.

[...]

Commission of Mr. Flandin in Lyons, taken by Favarger on July 20, 1778

Copies

3 L'Adoption

4 Oeuvres by Dorat

6 Commentaires by Voltaire

4 Contes moraux by Marmontel

[...] Cuisine bourgeoise

3 Effets des passions

6 Pensées by Pascal

6 Encyclopédie élémentaire

4 Les Enfants élevés

[...] Essais by Montaigne

4 La Fille naturelle

6 La Henriade

6 Histoire de Charles XII

- 4 Histoire de Guzman d'Alfaranche
- 4 Histoire de Jenny
- 6 Histoire de l'Amérique
- 6 Jezennemours
- 6 Les Incas, illustrated
- 3 the same, without illustrations
- 4 Instructions de Catherine, octavo, illustrated
- 2 Lettres cabalistiques, 7 volumes at 1~
- 2 Lettres chinoises [...6 die ... idem]
- 2 Lettres physiques et morales sur les montagnes
- 3 Lusiade
- 6 Les Hauts grades
- 4 Le Nouveau Neukastel
- [...] Observations sur les Turcs, [point]
- 3 Oeuvres by Piron
- 3 Oeuvres by Helvetius
- 2 Oeuvres by La Harpe
- [...] L'Orphelin anglais [point]
- 4 Avis au peuple
- 4 L'Onanisme
- 6 Prix de la justice at 7~
- 6 Requête de Linguet
- 6 Richardet
- 3 Socrate rustique
- 3 Système d'éducation
- 2 Supplément au Dictionnaire de Bomare

6 Le Thévenon

2 Gesner

4 Eloge de L'Hôpital

2 Essai sur la philosophie et les philosophes

1 Histoire des découvertes de Russie, octavo

All of this at a 6% discount, free of charge to Lyons, [to our agents, payable in cash]

Add:

2 Le Passe-temps

4 Despotisme at 1~ per sheet, otherwise not at all

2 Principes du G. françois

2 Oeuvres by La Mettrie at 1~

4 Le Monialisme at 1~

6 Dictionnaire du commerce, Yverdon octavo edition, 4 volumes

Try to procure it for him.

[...]

- Mr. Rosset has given me a small order that we must fill right away because if we delay, he will no longer want it. It can be added to that of Los Rios, in case you do not receive the order that he is preparing in two weeks. Rosset will pay the amount of this package along with what he owes us upon receipt of the said package.

- Grabit proposed some exchanges to me, which I have sent to headquarters.

- Renaud proposed the same exchanges, but neither one wants to do it by the sheet, and they want to do it at their price, which is 25% higher. That is the catalogue price, however. If this type of book suits Renaud, he will put a price on them. It would be necessary to write to him.

[...]

Grenoble

- Brette has given me a small order, to be delivered to him at our charges, payable in Lyons. He hardly wants anything but the new books from Paris, [si...] He says that the Dictionnaire de Chimie in 4 volumes, English octavo edition at Didot, Paris, would be good to reprint. The Encyclopédie is doing well here.

- Cuchet is printing the Encyclopédie. He had five presses made for this purpose, which amount to 480 [...], and a font, which costs him a great deal. He assured me that the prices that he agreed to with M. D. were so low that after printing this work, he will only be left with glory of having printed the quarto Encyclopédie, a worn-out font, and presses that he will not know what to do with. He printed the 7<sup>th</sup>. At present he is doing the 19<sup>th</sup> and he has the copy for the 27<sup>th</sup>. He has nine presses working on it. Pellet wants to sell four of his: enclosed is a sample of his copy, which is not absolutely bad, but I perceive that one side of the sheet is better printed than the other. In general, people are complaining everywhere about the lack of uniformity of these volumes, which are printed in such a scattered way. There are few titles that resemble each other and they even say that the character is not the same throughout. Cuchet's papers seem rather beautiful and well-chosen to me, but he does not earn anything, according to him.

[...]

- André Faure is the Royal printer and does not want any retail, since he handed over his stock to Brette.

- André Arnoud is not good. I was advised not to deal with him.

### Valence

- Viret does nothing, in spite of being quite good.

- Muguet: gave a catalogue and he is very good, too. I was not able to convince him to give us an order. I believe he is offended by what we are doing with Aurel.

- Aurel: they fear that he is in decline, although it is not apparent yet, but he is becoming burdened by his family and he earns little. He did not give me any order, because he still has [a

fourth] of our books in stock. He is asking for a reduction of 5 [...] on the binding of the last Testaments that we provided for him, which he cannot sell because of their high price. I was not able to give him this reduction. He did not want to write his bill; as soon as it is agreed upon, he will write it and will pay it exactly. He will take almost nothing but religious articles. He prefers, he says, to get them from Lyons or Paris. Gave him a catalogue and prospectus. He has six subscriptions for the third edition and he contacted Duplain. Moreover, we must be on our guard to make him pay. It is necessary to give the bills to Messrs. D'Arnal who have a good correspondent here, Alexis Bouvier, who promised me to take care of our interests.

Chomérac[...]

Privas [...]

Montélimar [...]

Orange [...]

Avignon

- Chambeaud is good, but he does not want to buy anything. He is a printer. He received me with much irony.
- Offrey is mediocre but he does not want to do anything, because, he says, our prices are too high in comparison with those of Avignon.
- Dubier only deals in [complete works], he says. He is mediocre. I proposed the Dictionnaire des Arts to him, but he does not think that it will sell in this region. Gave catalogue and prospectuses. He says he has an outlet for the Bible, of which, he says, he will take fifty or so in time.

- Fabre is very good. Gave him a catalogue, prospectus, etc, but it does not seem that he wants to do anything. He does not print at all.

- Fr. Seguin is very good, he would like to do some exchanges, without buying any books.

Enclosed are his proposals.

- Garigan is mediocre. Enclosed are his proposals.

- Mérande is good but will not do anything.

- Aubanel offers the Dictionnaire ou Anti-Dictionnaire philosophique pour servir de commentaire et correctif au Dictionnaire philisophique et aux autres livres qui ont paru contre le Christ, 2 volumes, octavo. It is said to be good. Also the Recueil d'observations sur la tactique, 4 volumes, illustrations [à la feuille], at one illustration for two sheets. These works are printed in a very mediocre way. In regard to his solvency, this man is also mediocre. He will take some Molière and some Piron.

- Niell is very good, and he also prints. He will exchange the articles taken from the catalogue of his stock, which he gave me, for the Arts, of which we will have a certain number, and he will also exchange some of his [sortes] for ours. We will deal with each other in the most advantageous manner. Since it is not urgent, it will be necessary to wait and see when I return. He says that it would be good to make an edition of the Dictionnaire des grands hommes.

- The Bonnet brothers are mediocre. They will do nothing in cash. They will exchange some of an illustrated edition of the works of Mr. Buffon which is not completely ugly, in 14 volumes, large octavo, Sermons by Massillon, Les Nuits clémentines, which are the continuation of Lettres de Ganganelli, but which, according to what people say, are not worth much, but which sell because of the name, all of this for the works of Molière, 50 copies, Piron, 50 copies, Dorat, 50 copies. There is no hurry. Provided that he has them by the end of October, that is enough. Offer their services for the collection of the lottery in Neuchâtel.

[...]

## Nîmes

- Gaude, father and son, still enjoy very good credit. Enclosed are their proposals for exchanges. I remarked to them that I would not be able to agree to these proposals. They carry the Dictionnaire de l'Académie [for 24 ..., instead of for 18...], as Garigan carries it. It is a book that everyone is eager to procure. It is necessary to get it from Garigan. Despite what I told them, they asked me to send their proposals to headquarters. If you do not accept them, they will be content to make their choice from our catalogue, an order of 100 or so gold écus. Response continued below.
- Seen Mr. Pl. Rabeau who was happy to receive to Mr. Ostervald's greetings. Mr. St. Etienne and his son as well.
- Mr. Montaud and Co., to whom I was recommended by Mr. D'Arnal, will be our business agents in this town. One can boldly give them all of our commissions.
- The Duyart brothers are worthless, I did not see them.
- Fernel, even less.
- Beaume is a printer and the only things that he sells retail are the church books that he prints. Belle only prints and does not sell anything, both are good nonetheless.
- Buchet: once I had gathered the information I needed, this is what I learned: that he had been too enterprising, though very active, that he had always paid well, until his delay. Mr. Montaud and Co. believe he will honor his word. Mr. St. Etienne is not of this opinion. He advised me to deal in cash and to give him a discount likely to tempt him, which was useless. He has no money. His books are in order, he has lost a great deal, and he has funds to bring in. He showed me the agreements that he made with his creditors, who have all complied with his request. He is greatly burdened: L. 20,000 to pay in four years. He still has a large sum of books in stock, although he does not know at what price he has assessed them. He cannot make us an offer other than the ones that he has agreed to with his other creditors, which I am sending to the house. If you do not accept them, it would be necessary to send all of it to Jn Morand and Co. from here who will be our business agents.

[...]

Uzès [...]

Tarascon [...]

Arles [...]

Aix

- Recommended to Mr. Lieutaud, uncle and nephew, who ask us to address our orders for oil to them and to procure them some contacts in our cantons.
- André Adibert, the widow Adibert, two printers who do nothing but that.
- Chambon, the widow Gautier are the same and very mediocre. Gave a catalogue, etc, but they will do nothing and I was advised not to trust them.
- Sure is mediocre but is worth more. Gave a catalogue, etc. He will not do anything without knowing how the stamping will go. It does not seem that there is a great turnover because he does not have any new books.
- The David brothers, printers and book dealers, are very rich and would willingly order books from us if their sales permitted it, but it is, according to what they say, so mediocre that they are forced to limit themselves to one or two copies of each work. They have some of ours that they have gotten from Lyons and they limit their correspondence to this town and Paris. However, they said that when they need some articles from our catalogue, they will prefer to get them from us. No book dealer here has sold an Encyclopédie or wants to get mixed up with it.

Marseilles

- Brebion, Sibies: Two good printers, but they do not sell anything.

- Favet, printer who is not much. We should not do anything with him.
- Allemand: the father has turned his stock over to his son but he is very mediocre. It is not advisable to continue with him, he is a young book dealer.
- Boyer no longer exists.
- Roulet is also mediocre. Gave a catalogue, etc. He told me that if he did something, it would be in cash.
- Abert and Chambon, Paris, are not worth anything, according to the advice of Mr. Bugnot and the Robert brothers.
- Taine is good, he only has a cabinet littéraire and does not do any wholesale commerce. He will order from us some time.
- Isnar is very good. He is the one who is responsible for smuggling crates into Italy and Spain for almost all of the companies in Lausanne, which send things through Nice. Their packages are withdrawn here and sent out again without passing through the Chambre syndicale. One could do the same for those for Bordeaux, etc. He offered to do for us what he does for the others, and he is said to be a very honnête homme. We could claim his good offices if need be. Gave a catalogue, etc. but since he is trying to get rid of his stock, he will only take those articles that seem likely to make his sell. He gave me an express order.
- Messrs. Bugnot gave me the information above and they send their greetings to you, sirs. They told me that they had received a letter from Mr. Dupeyron, who informs them that he has custody of several precious manuscripts by Rousseau. We should try to take advantage of this.

[...]

- Joseph Guibert repeated to me what he had written to us, that he could no longer be responsible for sending our packages. He has another job, apart from our commissions. He says that the local inspector is a man who, to impress the ministry, does not spare any crates. He is reputed everywhere to be a poor devil, but he recommends the Robert brothers as very active people, and they seem to be so.

- Mossy has not received the crate that contains our order from June 19, so he has canceled the order to Mr. Revol and Co. of Lyons. However, I persuaded him to accept it, but it will be necessary to extract the 13 for 12 Eloge de l'Hôpital that he no longer wants. He should be informed if you receive anything new by Rousseau. He will no longer accept anything else without knowing how the stamping affair will go. He will draw up his bill for what he owes us, but we must deduct the fees up to Lyons from the amount of our invoices.

[...]

- Caldesaigues: after putting me off day after day to pay his bill, he gave me L. 150 on account and promised to pay it on the 26<sup>th</sup> of this month, into the hands of Mr. Bugnot. I made him accept the [compte de retraite] for which he was summoned, but the consular sentence dismissed our claims, because it is not the custom here to make [comptes de retraite]. One must be content to demand the fees and nothing else. I had a power of attorney drawn up and handed to Mr. D'Ageville, whose address is on the back of this page, who will have him prosecuted, starting from the 27<sup>th</sup>, in case his accepted bill has not paid on the 26<sup>th</sup>. His bill is in the hands of Messrs. Bugnot, who will send us the amount. Caldesaigues is a real rascal, we should have nothing more to do with him.

- Sube and Laporte will send their order to headquarters; they made me wait for it until my departure.

- The Roubert brothers can avoid the Chambre syndicale of this town, as long as we disguise the packaging of our crates with cloth that is finer than the one we ordinarily use. We must especially avoid putting the word Libri either in the consignment note or on the crate itself. Furthermore, it is necessary to make sure that you do not send packages frequently. It would be useless to try to smuggle anything through here, even religious books and counterfeits that have not been stamped by the said Chambre. They would be seized. Concerning what we will send to Sube and Mossy, it is enough to warn them. They will make them come in.

Toulon

- Raymond Mallard, printer and book dealer, was absent. Gave him a catalogue, etc. He sells books but not in great quantity and he is very good, and Sarre as well, but neither one will do anything with us without knowing how the new works will do. Boery is mediocre. Gave a catalogue, etc. Those are the only three of this town, where people only sell books about the navy or the military, and even that in very small quantity.

Nîmes [...]Montpellier

- Jn Martel, Picot: printers who only deal in religion.
- J. B. Faure, or the widow Gonthier, is very well known but she does not want to do anything.
- Bascou, Tournel are not worth anything. I did not them.
- Rigaud, Pons and Co. still enjoy very good credit. Their order is enclosed. They are still asking for the Oeuvres of Riccoboni.
- Cézari is not as rich, but I have been told that he is a very honnête homme who has never broken his word. Enclosed is his commission to be delivered to him free of charge to Lyons. None of the book dealers from these parts do things differently.
- Fontanel is mediocre. His commerce is more in portraits and drawings than in books. He will take 12 Lettres sur les montagnes, 12 Constitutions des armées du Roi de Prusse, 12 Nouveau voyage, 1 Collection des vues de Vagner, 6 Thévenon, 6 Histoire des découvertes de plusieurs savants, etc., which should be joined to Cézari's order and not Rigaut Pons'.

Ganges [...]Béziers [...]

Narbonne [...]

Caracssonne [...]

Castelnaudary [...]

Castres [...]

Toulouse

- Dalles and Vitrac, printers and book dealers, are good but they do not want to do anything at present and they want to wait for the outcome of the present affairs.

- Duplex is still good but, like those mentioned above, he does not want to do anything at present.

- Robert is good, but he only wants to do exchanges.

- Manavit is one of the good ones, but nothing at present.

- Simon Saccarau and Moulas will not do anything at present, except for exchanges.

- Sens and Co.: it is only Sens. His business failed 3 or 4 years ago. They claim that it is recovering, but they say one should only deal with him in cash.

- The principal four here are: Laporte, Duplex, Manavit, Saccarau and Moulas. The others mentioned above are in the mediocre category, but those such as Bessian, Spigat, Leclerc, Sens, are worthless.

- Baour and Darnes: mediocre, but they do not want to do anything at present.

- Resplandy: also mediocre, but a respectable man. Mr. Chaurou says that he deserves to be trusted [with 2000 to 3000...]. Enclosed is his order, along with that of Laporte's, which must be disguised and addressed to Revol, while Chaurou is duly informed.

Montauban [...]

Agen [...]

Tonneins [...]

Bordeaux

- The Labotière brothers are quite good. Gave a catalogue and announcement of the Bible, for which they want to send us their subscription, when one of them returns from a trip. As to our other articles, they do not want to have any delivered at present, until they know how things stand with the present affairs of the book trade.

- The Chapuis brothers are mediocre. They told me that we should not send them the Bibles that they ordered from us last year, until we receive word from them. Concerning this article, they want to wait and see what will result from the request made to the ministry to grant civil status to the Protestants in France. As to the other articles, they also want to wait and see what will happen with the affairs of the new ordinance.

- Jn Chapuis and the widow Philipot are one, and they want to leave the book trade and devote themselves only to printing. They are good.

- Pierre Gauvry is also good but he does not want to do anything expressly.

- Bergeret responded to me that he had some reductions to make on his account. He did not have the time to indicate them to me, but he said that he would send them by letter to headquarters. Enclosed is his commission.

- De Pelt is a miserable wretch who has nothing. He said he was absolutely unable to pay at present because he has produced almost no wine on his land. He asked me to entreat you, gentlemen, to wait until the month of April, when he will be able to pay the sum that he owes. He has sent his valuation of paintings and machines to Paris, which he is negotiating. When they are

sold, he will be able to have his book finished, of which he still has three volumes. They have been sent to the Academy of Sciences in Paris, from which he has received very flattering praise, which he intends to put at the head of the second volume. I have been advised not to take any forced steps against him. It would just produce charges that we would have to pay.

- Mr. G. Labotière wants to wait to give his order for several articles until the Labotière brothers give theirs. He is very good.

- Desmons, pastor: gave prospectus of the Bible. He will try to sell some for us, since he wants to have the thirteenth free.

- Roques Maret, perfume merchant on Saint Catherine Street, is very good. His order is enclosed. You must be careful to send all of it to Domecq so he can have it at the disposal of Pascot Maret, liquor merchant on the same street, because Roques does not want to be named. He will pay when he receives the merchandise. It will be necessary to draw from his account.

- Domecq, to whom I was recommended by Chaurou, seems like an intelligent man and will do anything for us that is in his power.

Libourne [...]

Cognac [...]

Saintes [...]

Rochefort

- Menier is a printer and nothing else. He has no shop.

- Faye, who is better stocked, and who is said to be very good, has given me the enclosed order, which must be sent to him as soon as possible through Limoges, where there is no Chambre syndicale, or Orléans, if I can have agent established. The latter route is less costly than the first

and must be preferred over the other one, which will only be used if it is necessary. He gave me the copy of a Cours de mathématiques, a work of 17 sheets, which he wants to make us print at 1 s. per sheet, free of charge to Lyons at our risk, half of it payable on delivery of the merchandise and the other half payable three or four months afterwards. After these sums, one can prevail on him, but it is necessary that the characters, the vignettes, the format be the same, as well as the line numbers on each page, with the same place and date of publication.

La Rochelle [...]

Niort [...]

Saint-Maixent [...]

Poitiers

- Mr. Brand is a printer and does nothing else. Félix Faulcon also. Gave a catalogue, but he only deals in his sortes, and little at that.

- Godeux are good. Bobin, Guilleminet-Giraud are mediocre, but they are content to order the little that they sell. All the others listed in the catalogue are not good, with the exception of Barrault, who is retired.

- Chevrier is very good. Enclosed is his order, albeit at our risk up to Orléans. He promised me to favor our packages for long distances in their passage through their Chambre syndicale, with the exception of those for Malherbe, which he will let them catch, out of professional jealousy.

Loudun

- Malherbe has still not received our last two mailings in three crates. He requests us to ask Revol and Co. about it and to tell them something about it. He especially needs the Dorats. He

subscribed to one copy of the Encyclopédie with the book dealers. The death of his father has given him some assets and there is nothing to fear with him. His commission is enclosed.

Saumur [...]

Dom [...]

Chinon [...]

Tours

- Légier no longer does anything.
- Aug. Vauquier is only a printer.
- Vauquier Lambert, good printer and book dealer. Received catalogue and prospectus but he will not do anything.
- Birkenmayer is not good. I did not see him or Chalmel.
- Mr. Légier, the same.
- Père Letourmy is the Letourmy brothers. He told me that the one from Orléans is the only one of the three brothers who orders from other countries.
- Billault is very good but he is traveling. Gave catalogue, prospectus, etc. to the widow Valette and Son to give to him. That is what he will do because he will need a dozen of our articles himself. That will persuade Billault to give us an order. There are only two or three Protestant houses here, so the Bible will not sell.

Amboise [...]

Blois [...]

### Orléans

- Courret de Villeneuve: although he is very brilliant, he only belongs in the mediocre category. [note at the bottom of page: See the title to print] He is still asking for a term of 18 to 24 months, otherwise he will not be able to do anything. He claims to have paid us with his bills. Since I was not in agreement, I asked him to draw me up a [contrecompte], to be able to send it to you, but he is leaving for his country house and he does not know when he will return. He promised to do it as soon as he could with a letter and an order, but on the conditions below.
- The widow Rouzeau is very good, but she only stocks books of devotion.
- Chevillon, the older brother, the same.
- Jacob Massot is a syndic infatuated with his job, but he is good nonetheless, but I have not been advised to see him. He is against counterfeits.
- Sion is not good.
- Chevillon, the younger brother, is mediocre, but he married his daughter to a certain Frémont who will have some assets. He wants to try to rebuild his commerce. He will send us an order for religious books. He is the only one here who stocks any. Our Bible seems a bit expensive for him. For this payment, however, he is determined to give it a try. He gave an order to Fauche. He wants to wait for the invoice before giving us his [...].
- Letourmy has just received our last invoice, which he waited to receive before giving us his bill of exchange. He still has not paid our draft of L. 200, payable to Thomasset and Son, for the end of October [10] of this year, but the one that was provided at a one-month term. He absolutely does not want to be responsible for two quarto Histoire de France that he did not order, and which are missing the sheets of the frontispiece and the first page of the preliminary discourse. [...] I thought I could make him agree to keep these books, but there is no way to do it. He will give us an order from our catalogue, which I gave him, when he gives us his [...], among others, of the 25 Milliot in-12.

- Massot is good, gave catalogue, etc. He will send us his order, which he says he will send to headquarters before I arrive, especially for the Milliot in-12. He told me that as an assistant in their Chambre syndicale, we could address the packages in transit to him, but I prefer the route of Mr. Pissau Cagné, who is a good commissioner and who will let us pass everything we want, as long as we disguise our packages as other merchandise, such as hats, drapery, haberdashery, etc. I was unable to discover Revol's agent here, either because the three or four whom I visited were afraid to be open with me, or because he did not pass Malherbe's packages through here. All of them pretended not to know me.

- Perdoux, book dealer, is mediocre. He has found several articles from our catalogues that are to his liking, but he would like to do an exchange for the articles of his religion, which are his specialty.

- All the book dealers or those mentioned below are not good or do not stock any of our articles.

#### Auxerre [...]

#### Dijon

- Mr. Jacques Nubla and Son will receive our [18?] for us and will have the acquits discharged by M. C. with whom they are on good terms, but here are the precautions that must be taken: First, one delivers [au fram?] the acquits for Dijon. The crates are sealed with lead and the acquit states the weight of the crate. Once the crate arrives in the market, the lead is removed by whoever is responsible and then the gentlemen who should leave it there to be examined, take it to their place, and the syndic, without paying attention to the weight, examines what is shown to him. One has been careful to remove anything improper before having him come. Once the acquit is discharged, one puts back what was taken from the package and one sends it anywhere one wants without risk, other than to Paris, where these gentlemen also deliver. However, when we will have something to send there, it will be necessary to consult with them and ask for their

instructions. We will be careful to give them very precise information, especially indicating the weight of the articles that must not be seen, and also where they will be placed together in one package, in order to extract them more easily. One can begin with the one for Bonnard of Auxerre. That is the agent who will cover Lausanne and Geneva. They will also be careful to inform us of the changes that could occur in their Chambre.

- Capel has paid his last drafts, gave a catalogue, etc. They will give us an order in the next few days. He needs several supplements to Bomare.

- Frantin: gave catalogue. I do not know what results that will produce.

#### Dôle

- Saw Chabos, who gave me his commission.

- Tournet is entirely disparaged here. I did not see him.

- Although Chabos is not rich, I have been assured that he deserves some trust; at least no one has ever seen one of his bills protested. Before sending him anything, you should send him a list of new books that are not in our catalogues, and a list of livres philosophiques.

[...]

#### Besançon [...]

### EXPENSE ACCOUNT

Neuchâtel July 1778

3. Expenses in Neuveville and for the coat.....	L.1-3-0
d. ½ measure of oats.....	0-12-0
7. tip for Porret's boy .....	0-15-0

1 ½ quart of cherry water .....	1-3-0
a glass and two bottles .....	1-13-0
10. padding for my saddle in St. Au.....	1-15-0
for my passport .....	1-0-0
in Lyons for a suit of voile and tailoring.....	24-4-6
repair of my hunting knife .....	0-6-0
horseshoes.....	2-0-0
idem...idem in Avignon .....	1-10-0
repair of the saddle and crupper .....	5-0-0
and for saddlebags .....	1-16-0
Aix, padding for the saddle .....	2-5-0
Marseilles, idem .....	1-0-0
repair of suit and pistols .....	0-10-0
guide.....	0-10-0
idem .....	0-3-0
shoeing of horse in Béziers and Ganges .....	1-10-0
brandy.....	0-15-0
and for bleeding the horse .....	0-10-0
and for Spanish wax.....	0-10-0
ribbon for hair .....	0-12-0
and for a [carapasson] .....	4-10-0
a whip.....	1-10-0
an enema.....	1-0-0
2 water crossings.....	0-6-0
a wool blanket.....	1-10-0
a padlock.....	1-5-0

[continued below]

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L. 61-3-6

November 1778

12 small expenses listed above.....	L. 61-3-6
d. [...] shoes.....	4-10-0
2 [...bars] for boots.....	4-0-0
13 laundry .....	1-10-0
driver.....	1-4-0
repair of the saddle.....	2-0-0
idem of my watch.....	2-8-0
19. Shoeing and examination of horse by Boll.....	1-12-0
3 [portions of] honey .....	0-15-0
transportation of portmanteau to Tonneins.....	2-10-0
and for a hat.....	10-0-0
paper.....	0-18-0
ribbons for hair .....	1-4-0
2 water crossings.....	0-6-0
27 for twice renting a horse for Tonneins.....	2-10-0
guide.....	1-4-0
laundry.....	1-4-0
29 to the farrier in Marmande.....	24-0-0
Carriage from Marmande to Bordeaux.....	12-0-0

Postage for a letter to Bordeaux.....0-19-0

October

3 pants and feather bed for the winter.....26-0-0

tailoring.....5-12-0

d. postage for the prospectus of the Encyclopédie.....15-0-0

carriage from Bordeaux to Marmande.....12-0-0

11. Repairs in Marmande .....0-12-0

passage to Langon.....0-12-0

idem to St. Jean .....0-6-0

1 [licot] and brandy.....0-15-0

water crossing.....0-6-0

horseshoes.....1-7-0

water crossing.....0-6-0

resoling of boots.....3-3-0

to remove the [avives] of the horse.....1-10-0

repair of the saddle.....3-0-0

[continued]

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L. 210-10-6

November 7, 1778

continuation of small expenses

L. 210-10-6

Orléans, bought a chenille

1 ½ to the said Loup at 16 [...]

made.....22-10-0

tailoring.....6-14-0

29-4-0

10 Horseshoes .....18-0-0

return on horse.....117-0-0

12 padding of the saddle.....2-0-0

one [licot] .....18-0-0

16 complete shoeing.....2-3-0

L. 362-13-6