

Gaudissart II

Honore de Balzac

The Project Gutenberg EBook of Gaudissart II, by Honore de Balzac

This eBook is for the use of anyone anywhere at no cost and with almost no restrictions whatsoever. You may copy it, give it away or re-use it under the terms of the Project Gutenberg License included with this eBook or online at www.gutenberg.net

Title: Gaudissart II

Author: Honore de Balzac

Release Date: October 18, 2004 [EBook #1475]

Language: English

Character set encoding: ASCII

*** START OF THIS PROJECT GUTENBERG EBOOK GAUDISSERT II ***

Produced by Dagny, and John Bickers

GAUDISSERT II.

BY

HONORE DE BALZAC

Translated by
Clara Bell and others

DEDICATION

To Madame la Princesse Cristina de Belgiojoso, nee Trivulzio.

GAUDISSERT II.

To know how to sell, to be able to sell, and to sell. People generally do not suspect how much of the stateliness of Paris is due to these three aspects of the same problem. The brilliant display of shops as rich as the salons of the noblesse before 1789; the splendors of cafes which eclipse, and easily eclipse, the Versailles of our day; the shop-window illusions, new every morning, nightly destroyed; the grace and elegance of the young men that come in contact with fair customers; the piquant faces and costumes of young damsels, who cannot fail to attract the masculine customer; and (and this especially of late) the length, the vast spaces, the Babylonish luxury of galleries where shopkeepers acquire a monopoly of the trade in various articles by bringing them all together,--all this is as nothing. Everything, so far, has been done to appeal to a single sense, and that the most exacting and jaded human faculty, a faculty developed ever since the days of the Roman Empire, until, in our own times, thanks to the efforts of the most fastidious civilization the world has yet seen, its demands are grown limitless. That faculty resides in the "eyes of Paris."

Those eyes require illuminations costing a hundred thousand francs, and many-colored glass palaces a couple of miles long and sixty feet high; they must have a fairyland at some fourteen theatres every night, and a succession of panoramas and exhibitions of the triumphs of art; for them a whole world of suffering and pain, and a universe of joy, must resolve through the boulevards or stray through the streets of Paris; for them encyclopaedias of carnival frippery and a score of illustrated books are brought out every year, to say nothing of caricatures by the hundred, and vignettes, lithographs, and prints by the thousand. To please those eyes, fifteen thousand francs' worth of gas must blaze every night; and, to conclude, for their delectation the great city yearly spends several millions of francs in opening up views and planting trees. And even yet this is as nothing--it is only the material side of the question; in truth, a mere trifle compared with the expenditure of brain power on the shifts, worthy of Moliere, invented by some sixty thousand assistants and forty thousand damsels of the counter, who fasten upon the customer's purse, much as myriads of Seine whitebait fall upon a chance crust floating down the river.

Gaudissart in the mart is at least the equal of his illustrious namesake, now become the typical commercial traveler. Take him away from his shop and his line of business, he is like a collapsed balloon; only among his bales of merchandise do his faculties return, much as an actor is sublime only upon the boards. A French shopman is better educated than his fellows in other European countries; he can at need talk asphalt, Bal Mabille, polkas, literature, illustrated books, railways, politics, parliament, and revolution; transplant him, take away his stage, his yardstick, his artificial graces; he is foolish beyond belief; but on his own boards, on the tight-rope of the counter, as he displays a shawl with a speech at his tongue's end, and his eye on his customer, he puts the great Talleyrand into the shade; he is a match for a Monrose and a Moliere to boot. Talleyrand in his own house would have outwitted Gaudissart, but in the shop the parts would have been reversed.

An incident will illustrate the paradox.

Two charming duchesses were chatting with the above-mentioned great diplomatist. The ladies wished for a bracelet; they were waiting for the arrival of a man from a great Parisian jeweler. A Gaudissart accordingly appeared with three bracelets of marvelous workmanship. The great ladies hesitated. Choice is a mental lightning flash; hesitate--there is no more to be said, you are at fault. Inspiration in matters of taste will not come twice. At last, after about ten minutes the Prince was called in. He saw the two duchesses confronting doubt with its thousand facets, unable to decide between the transcendent merits of two of the trinkets, for the third had been set aside at once. Without leaving his book, without a glance at the bracelets, the Prince looked at the jeweler's assistant.

"Which would you choose for your sweetheart?" asked he.

The young man indicated one of the pair.

"In that case, take the other, you will make two women happy," said the subtlest of modern diplomatists, "and make your sweetheart happy too, in my name."

The two fair ladies smiled, and the young shopman took his departure, delighted with the Prince's present and the implied compliment to his taste.

A woman alights from her splendid carriage before one of the expensive shops where shawls are sold in the Rue Vivienne. She is not alone; women almost always go in pairs on these expeditions; always make the round of half a score of shops before they make up their minds, and laugh together in the intervals over the little comedies played for their benefit. Let us see which of the two acts most in character--the fair customer or the seller, and which has the best of it in such miniature vaudevilles?

If you attempt to describe a sale, the central fact of Parisian trade, you are in duty bound, if you attempt to give the gist of the matter, to produce a type, and for this purpose a shawl or a chatelaine costing some three thousand francs is a more exacting purchase than a length of lawn or dress that costs three hundred. But know, oh foreign visitors from the Old World and the New (if ever this study of the physiology of the Invoice should be by you perused), that this selfsame comedy is played in haberdashers' shops over a barege at two francs or a printed muslin at four francs the yard.

And you, princess, or simple citizen's wife, whichever you may be, how should you distrust that good-looking, very young man, with those frank, innocent eyes, and a cheek like a peach covered with down? He is dressed almost as well as your--cousin, let us say. His tones are soft as the woolen stuffs which he spreads before you. There are three or four more of his like. One has dark eyes, a decided expression, and an imperial manner of saying, "This is what you wish"; another, that blue-eyed youth, diffident of manner and meek of speech, prompts the remark, "Poor boy! he was not born for business"; a third, with light auburn hair, and laughing tawny eyes, has all the lively humor, and activity, and gaiety of the South; while the fourth, he of the tawny

red hair and fan-shaped beard, is rough as a communist, with his portentous cravat, his sternness, his dignity, and curt speech.

These varieties of shopmen, corresponding to the principal types of feminine customers, are arms, as it were, directed by the head, a stout personage with a full-blown countenance, a partially bald forehead, and a chest measure befitting a Ministerialist deputy. Occasionally this person wears the ribbon of the Legion of Honor in recognition of the manner in which he supports the dignity of the French drapers' wand. From the comfortable curves of his figure you can see that he has a wife and family, a country house, and an account with the Bank of France. He descends like a *deus ex machina*, whenever a tangled problem demands a swift solution. The feminine purchasers are surrounded on all sides with urbanity, youth, pleasant manners, smiles, and jests; the most seeming-simple human products of civilization are here, all sorted in shades to suit all tastes.

Just one word as to the natural effects of architecture, optical science, and house decoration; one short, decisive, terrible word, of history made on the spot. The work which contains this instructive page is sold at number 76 Rue de Richelieu, where above an elegant shop, all white and gold and crimson velvet, there is an entresol into which the light pours straight from the Rue de Menars, as into a painter's studio--clean, clear, even daylight. What idler in the streets has not beheld the Persian, that Asiatic potentate, ruffling it above the door at the corner of the Rue de la Bourse and the Rue de Richelieu, with a message to deliver *urbi et orbi*, "Here I reign more tranquilly than at Lahore"? Perhaps but for this immortal analytical study, archaeologists might begin to puzzle their heads about him five hundred years hence, and set about writing quartos with plates (like M. Quatremere's work on Olympian Jove) to prove that Napoleon was something of a Sofi in the East before he became "Emperor of the French." Well, the wealthy shop laid siege to the poor little entresol; and after a bombardment with banknotes, entered and took possession. The Human Comedy gave way before the comedy of cashmeres. The Persian sacrificed a diamond or two from his crown to buy that so necessary daylight; for a ray of sunlight shows the play of the colors, brings out the charms of a shawl, and doubles its value; 'tis an irresistible light; literally, a golden ray. From this fact you may judge how far Paris shops are arranged with a view to effect.

But to return to the young assistants, to the beribboned man of forty whom the King of the French receives at his table, to the red-bearded head of the department with his autocrat's air. Week by week these *meritus Gaudissarts* are brought in contact with whims past counting; they know every vibration of the cashmere chord in the heart of woman. No one, be she lady or lorette, a young mother of a family, a respectable tradesman's wife, a woman of easy virtue, a duchess or a brazen-fronted ballet-dancer, an innocent young girl or a too innocent foreigner, can appear in the shop, but she is watched from the moment when she first lays her fingers upon the door-handle. Her measure is taken at a glance by seven or eight men that stand, in the windows, at the counter, by the door, in a corner, in the middle of the shop, meditating, to all appearance, on the joys of a bacchanalian Sunday holiday. As you look at them, you ask yourself involuntarily, "What can they be thinking about?" Well, in the space of one second, a woman's purse, wishes, intentions, and whims are ransacked more

thoroughly than a traveling carriage at a frontier in an hour and three-quarters. Nothing is lost on these intelligent rogues. As they stand, solemn as noble fathers on the stage, they take in all the details of a fair customer's dress; an invisible speck of mud on a little shoe, an antiquated hat-brim, soiled or ill-judged bonnet-strings, the fashion of the dress, the age of a pair of gloves. They can tell whether the gown was cut by the intelligent scissors of a Victorine IV.; they know a modish gewgaw or a trinket from Froment-Meurice. Nothing, in short, which can reveal a woman's quality, fortune, or character passes unremarked.

Tremble before them. Never was the Sanhedrim of Gaudissarts, with their chief at their head, known to make a mistake. And, moreover, they communicate their conclusions to one another with telegraphic speed, in a glance, a smile, the movement of a muscle, a twitch of the lip. If you watch them, you are reminded of the sudden outbreak of light along the Champs-Élysées at dusk; one gas-jet does not succeed another more swiftly than an idea flashes from one shopman's eyes to the next.

At once, if the lady is English, the dark, mysterious, portentous Gaudissart advances like a romantic character out of one of Byron's poems.

If she is a city madam, the oldest is put forward. He brings out a hundred shawls in fifteen minutes; he turns her head with colors and patterns; every shawl that he shows her is like a circle described by a kite wheeling round a hapless rabbit, till at the end of half an hour, when her head is swimming and she is utterly incapable of making a decision for herself, the good lady, meeting with a flattering response to all her ideas, refers the question to the assistant, who promptly leaves her on the horns of a dilemma between two equally irresistible shawls.

"This, madame, is very becoming--apple-green, the color of the season; still, fashions change; while as for this other black-and-white shawl (an opportunity not to be missed), you will never see the end of it, and it will go with any dress."

This is the A B C of the trade.

"You would not believe how much eloquence is wanted in that beastly line," the head Gaudissart of this particular establishment remarked quite lately to two acquaintances (Duronceret and Bixiou) who had come trusting in his judgment to buy a shawl. "Look here; you are artists and discreet, I can tell you about the governor's tricks, and of all the men I ever saw, he is the cleverest. I do not mean as a manufacturer, there M. Fritot is first; but as a salesman. He discovered the 'Selim shawl,' _an absolutely unsalable_ article, yet we never bring it out but we sell it. We keep always a shawl worth five or six hundred francs in a cedar-wood box, perfectly plain outside, but lined with satin. It is one of the shawls that Selim sent to the Emperor Napoleon. It is our Imperial Guard; it is brought to the front whenever the day is almost lost; _il se vend et ne meurt pas_--it sells its life dearly time after time."

As he spoke, an Englishwoman stepped from her jobbed carriage and

appeared in all the glory of that phlegmatic humor peculiar to Britain and to all its products which make believe they are alive. The apparition put you in mind of the Commandant's statue in Don Juan, it walked along, jerkily by fits and starts, in an awkward fashion invented in London, and cultivated in every family with patriotic care.

"An Englishwoman!" he continued for Bixiou's ear. "An Englishwoman is our Waterloo. There are women who slip through our fingers like eels; we catch them on the staircase. There are lorettes who chaff us, we join in the laugh, we have a hold on them because we give credit. There are sphinx-like foreign ladies; we take a quantity of shawls to their houses, and arrive at an understanding by flattery; but an Englishwoman!--you might as well attack the bronze statue of Louis Quatorze! That sort of woman turns shopping into an occupation, an amusement. She quizzes us, forsooth!"

The romantic assistant came to the front.

"Does madame wish for real Indian shawls or French, something expensive or----"

"I will see." (_Je veraie_.)

"How much would madame propose----"

"I will see."

The shopman went in quest of shawls to spread upon the mantle-stand, giving his colleagues a significant glance. "What a bore!" he said plainly, with an almost imperceptible shrug of the shoulders.

"These are our best quality in Indian red, blue, and pale orange--all at ten thousand francs. Here are shawls at five thousand francs, and others at three."

The Englishwoman took up her eyeglass and looked round the room with gloomy indifference; then she submitted the three stands to the same scrutiny, and made no sign.

"Have you any more?" (_Havaivod'hote_?) demanded she.

"Yes, madame. But perhaps madame has not quite decided to take a shawl?"

"Oh, quite decided" (_trei-deycidai_).

The young man went in search of cheaper wares. These he spread out solemnly as if they were things of price, saying by his manner, "Pay attention to all this magnificence!"

"These are much more expensive," said he. "They have never been worn; they have come by courier direct from the manufacturers at Lahore."

"Oh! I see," said she; "they are much more like the thing I want."

The shopman kept his countenance in spite of inward irritation, which

communicated itself to Duronceret and Bixiou. The Englishwoman, cool as a cucumber, appeared to rejoice in her phlegmatic humor.

"What price?" she asked, indicating a sky-blue shawl covered with a pattern of birds nestling in pagodas.

"Seven thousand francs."

She took it up, wrapped it about her shoulders, looked in the glass, and handed it back again.

"No, I do not like it at all." (_Je n'ame pouinte_.)

A long quarter of an hour went by in trying on other shawls; to no purpose.

"This is all we have, madame," said the assistant, glancing at the master as he spoke.

"Madame is fastidious, like all persons of taste," said the head of the establishment, coming forward with that tradesman's suavity in which pomposity is agreeably blended with subservience. The Englishwoman took up her eyeglass and scanned the manufacturer from head to foot, unwilling to understand that the man before her was eligible for Parliament and dined at the Tuileries.

"I have only one shawl left," he continued, "but I never show it. It is not to everybody's taste; it is quite out of the common. I was thinking of giving it to my wife. We have had it in stock since 1805; it belonged to the Empress Josephine."

"Let me see it, monsieur."

"Go for it," said the master, turning to a shopman. "It is at my house."

"I should be very much pleased to see it," said the English lady.

This was a triumph. The splenetic dame was apparently on the point of going. She made as though she saw nothing but the shawls; but all the while she furtively watched the shopmen and the two customers, sheltering her eyes behind the rims of her eyeglasses.

"It cost sixty thousand francs in Turkey, madame."

"Oh!" (_hau_!)

"It is one of seven shawls which Selim sent, before his fall, to the Emperor Napoleon. The Empress Josephine, a Creole, as you know, my lady, and very capricious in her tastes, exchanged this one for another brought by the Turkish ambassador, and purchased by my predecessor; but I have never seen the money back. Our ladies in France are not rich enough; it is not as it is in England. The shawl is worth seven thousand francs; and taking interest and compound interest altogether, it makes up fourteen or fifteen thousand by now--"

"How does it make up?" asked the Englishwoman.

"Here it is, madame."

With precautions, which a custodian of the Dresden _Grüne Gewölbe_ might have admired, he took out an infinitesimal key and opened a square cedar-wood box. The Englishwoman was much impressed with its shape and plainness. From that box, lined with black satin, he drew a shawl worth about fifteen hundred francs, a black pattern on a golden-yellow ground, of which the startling color was only surpassed by the surprising efforts of the Indian imagination.

"Splendid," said the lady, in a mixture of French and English, "it is really handsome. Just my ideal" (_idéal_) "of a shawl; it is very magnificent." The rest was lost in a madonna's pose assumed for the purpose of displaying a pair of frigid eyes which she believed to be very fine.

"It was a great favorite with the Emperor Napoleon; he took----"

"A great favorite," repeated she with her English accent. Then she arranged the shawl about her shoulders and looked at herself in the glass. The proprietor took it to the light, gathered it up in his hands, smoothed it out, showed the gloss on it, played on it as Liszt plays on the pianoforte keys.

"It is very fine; beautiful, sweet!" said the lady, as composedly as possible.

Duronceret, Bixiou, and the shopmen exchanged amused glances. "The shawl is sold," they thought.

"Well, madame?" inquired the proprietor, as the Englishwoman appeared to be absorbed in meditations infinitely prolonged.

"Decidedly," said she; "I would rather have a carriage" (_une voiture_).

All the assistants, listening with silent rapt attention, started as one man, as if an electric shock had gone through them.

"I have a very handsome one, madame," said the proprietor with unshaken composure; "it belonged to a Russian princess, the Princess Narzicof; she left it with me in payment for goods received. If madame would like to see it, she would be astonished. It is new; it has not been in use altogether for ten days; there is not its like in Paris."

The shopmen's amazement was suppressed by profound admiration.

"I am quite willing."

"If madame will keep the shawl," suggested the proprietor, "she can try the effect in the carriage." And he went for his hat and gloves.

"How will this end?" asked the head assistant, as he watched his employer offer an arm to the English lady and go down with her to the jobbed brougham.

By this time the thing had come to be as exciting as the last chapter of a novel for Duronceret and Bixiou, even without the additional interest attached to all contests, however trifling, between England and France.

Twenty minutes later the proprietor returned.

"Go to the Hotel Lawson (here is the card, 'Mrs. Noswell'), and take an invoice that I will give you. There are six thousand francs to take."

"How did you do it?" asked Duronceret, bowing before the king of invoices.

"Oh, I saw what she was, an eccentric woman that loves to be conspicuous. As soon as she saw that every one stared at her, she said, 'Keep your carriage, monsieur, my mind is made up; I will take the shawl.' While M. Bigorneau (indicating the romantic-looking assistant) was serving, I watched her carefully; she kept one eye on you all the time to see what you thought of her; she was thinking more about you than of the shawls. Englishwomen are peculiar in their distaste (for one cannot call it taste); they do not know what they want; they make up their minds to be guided by circumstances at the time, and not by their own choice. I saw the kind of woman at once, tired of her husband, tired of her brats, regretfully virtuous, craving excitement, always posing as a weeping willow. . . ."

These were his very words.

Which proves that in all other countries of the world a shopkeeper is a shopkeeper; while in France, and in Paris more particularly, he is a student from a College Royal, a well-read man with a taste for art, or angling, or the theatre, and consumed, it may be, with a desire to be M. Cunin-Gridaine's successor, or a colonel of the National Guard, or a member of the General Council of the Seine, or a referee in the Commercial Court.

"M. Adolphe," said the mistress of the establishment, addressing the slight fair-haired assistant, "go to the joiner and order another cedar-wood box."

"And now," remarked the shopman who had assisted Duronceret and Bixiou to choose a shawl for Mme. Schontz, "now we will go through our old stock to find another Selim shawl."

PARIS, November 1844.

ADDENDUM

The following personages appear in other stories of the Human Comedy.

Bixiou, Jean-Jacques

The Purse
A Bachelor's Establishment
The Government Clerks
Modeste Mignon
Scenes from a Courtesan's Life
The Firm of Nucingen
The Muse of the Department
Cousin Betty
The Member for Arcis
Beatrix
A Man of Business
The Unconscious Humorists
Cousin Pons

Ronceret, Fabien-Felicien du (or Duronceret)
Jealousies of a Country Town
Beatrix

Talleyrand-Perigord, Charles-Maurice de
The Chouans
The Gondreville Mystery
The Thirteen
Letters of Two Brides

Victorine
Massimilla Doni
Lost Illusions
Letters of Two Brides

End of the Project Gutenberg EBook of Gaudissart II, by Honore de Balzac

*** END OF THIS PROJECT GUTENBERG EBOOK GAUDISSERT II ***

***** This file should be named 1475.txt or 1475.zip *****

This and all associated files of various formats will be found in:
<http://www.gutenberg.net/1/4/7/1475/>

Produced by Dagny, and John Bickers

Updated editions will replace the previous one--the old editions
will be renamed.

Creating the works from public domain print editions means that no
one owns a United States copyright in these works, so the Foundation
(and you!) can copy and distribute it in the United States without
permission and without paying copyright royalties. Special rules,
set forth in the General Terms of Use part of this license, apply to
copying and distributing Project Gutenberg-tm electronic works to
protect the PROJECT GUTENBERG-tm concept and trademark. Project
Gutenberg is a registered trademark, and may not be used if you
charge for the eBooks, unless you receive specific permission. If you
do not charge anything for copies of this eBook, complying with the
rules is very easy. You may use this eBook for nearly any purpose

such as creation of derivative works, reports, performances and research. They may be modified and printed and given away--you may do practically ANYTHING with public domain eBooks. Redistribution is subject to the trademark license, especially commercial redistribution.

*** START: FULL LICENSE ***

THE FULL PROJECT GUTENBERG LICENSE PLEASE READ THIS BEFORE YOU DISTRIBUTE OR USE THIS WORK

To protect the Project Gutenberg-tm mission of promoting the free distribution of electronic works, by using or distributing this work (or any other work associated in any way with the phrase "Project Gutenberg"), you agree to comply with all the terms of the Full Project Gutenberg-tm License (available with this file or online at <http://gutenberg.net/license>).

Section 1. General Terms of Use and Redistributing Project Gutenberg-tm electronic works

1.A. By reading or using any part of this Project Gutenberg-tm electronic work, you indicate that you have read, understand, agree to and accept all the terms of this license and intellectual property (trademark/copyright) agreement. If you do not agree to abide by all the terms of this agreement, you must cease using and return or destroy all copies of Project Gutenberg-tm electronic works in your possession. If you paid a fee for obtaining a copy of or access to a Project Gutenberg-tm electronic work and you do not agree to be bound by the terms of this agreement, you may obtain a refund from the person or entity to whom you paid the fee as set forth in paragraph 1.E.8.

1.B. "Project Gutenberg" is a registered trademark. It may only be used on or associated in any way with an electronic work by people who agree to be bound by the terms of this agreement. There are a few things that you can do with most Project Gutenberg-tm electronic works even without complying with the full terms of this agreement. See paragraph 1.C below. There are a lot of things you can do with Project Gutenberg-tm electronic works if you follow the terms of this agreement and help preserve free future access to Project Gutenberg-tm electronic works. See paragraph 1.E below.

1.C. The Project Gutenberg Literary Archive Foundation ("the Foundation" or PGLAF), owns a compilation copyright in the collection of Project Gutenberg-tm electronic works. Nearly all the individual works in the collection are in the public domain in the United States. If an individual work is in the public domain in the United States and you are located in the United States, we do not claim a right to prevent you from copying, distributing, performing, displaying or creating derivative works based on the work as long as all references to Project Gutenberg are removed. Of course, we hope that you will support the Project Gutenberg-tm mission of promoting free access to electronic works by freely sharing Project Gutenberg-tm works in compliance with the terms of this agreement for keeping the Project Gutenberg-tm name associated with

the work. You can easily comply with the terms of this agreement by keeping this work in the same format with its attached full Project Gutenberg-tm License when you share it without charge with others.

1.D. The copyright laws of the place where you are located also govern what you can do with this work. Copyright laws in most countries are in a constant state of change. If you are outside the United States, check the laws of your country in addition to the terms of this agreement before downloading, copying, displaying, performing, distributing or creating derivative works based on this work or any other Project Gutenberg-tm work. The Foundation makes no representations concerning the copyright status of any work in any country outside the United States.

1.E. Unless you have removed all references to Project Gutenberg:

1.E.1. The following sentence, with active links to, or other immediate access to, the full Project Gutenberg-tm License must appear prominently whenever any copy of a Project Gutenberg-tm work (any work on which the phrase "Project Gutenberg" appears, or with which the phrase "Project Gutenberg" is associated) is accessed, displayed, performed, viewed, copied or distributed:

This eBook is for the use of anyone anywhere at no cost and with almost no restrictions whatsoever. You may copy it, give it away or re-use it under the terms of the Project Gutenberg License included with this eBook or online at www.gutenberg.net

1.E.2. If an individual Project Gutenberg-tm electronic work is derived from the public domain (does not contain a notice indicating that it is posted with permission of the copyright holder), the work can be copied and distributed to anyone in the United States without paying any fees or charges. If you are redistributing or providing access to a work with the phrase "Project Gutenberg" associated with or appearing on the work, you must comply either with the requirements of paragraphs 1.E.1 through 1.E.7 or obtain permission for the use of the work and the Project Gutenberg-tm trademark as set forth in paragraphs 1.E.8 or 1.E.9.

1.E.3. If an individual Project Gutenberg-tm electronic work is posted with the permission of the copyright holder, your use and distribution must comply with both paragraphs 1.E.1 through 1.E.7 and any additional terms imposed by the copyright holder. Additional terms will be linked to the Project Gutenberg-tm License for all works posted with the permission of the copyright holder found at the beginning of this work.

1.E.4. Do not unlink or detach or remove the full Project Gutenberg-tm License terms from this work, or any files containing a part of this work or any other work associated with Project Gutenberg-tm.

1.E.5. Do not copy, display, perform, distribute or redistribute this electronic work, or any part of this electronic work, without prominently displaying the sentence set forth in paragraph 1.E.1 with active links or immediate access to the full terms of the Project Gutenberg-tm License.

1.E.6. You may convert to and distribute this work in any binary,

compressed, marked up, nonproprietary or proprietary form, including any word processing or hypertext form. However, if you provide access to or distribute copies of a Project Gutenberg-tm work in a format other than "Plain Vanilla ASCII" or other format used in the official version posted on the official Project Gutenberg-tm web site (www.gutenberg.net), you must, at no additional cost, fee or expense to the user, provide a copy, a means of exporting a copy, or a means of obtaining a copy upon request, of the work in its original "Plain Vanilla ASCII" or other form. Any alternate format must include the full Project Gutenberg-tm License as specified in paragraph 1.E.1.

1.E.7. Do not charge a fee for access to, viewing, displaying, performing, copying or distributing any Project Gutenberg-tm works unless you comply with paragraph 1.E.8 or 1.E.9.

1.E.8. You may charge a reasonable fee for copies of or providing access to or distributing Project Gutenberg-tm electronic works provided that

- You pay a royalty fee of 20% of the gross profits you derive from the use of Project Gutenberg-tm works calculated using the method you already use to calculate your applicable taxes. The fee is owed to the owner of the Project Gutenberg-tm trademark, but he has agreed to donate royalties under this paragraph to the Project Gutenberg Literary Archive Foundation. Royalty payments must be paid within 60 days following each date on which you prepare (or are legally required to prepare) your periodic tax returns. Royalty payments should be clearly marked as such and sent to the Project Gutenberg Literary Archive Foundation at the address specified in Section 4, "Information about donations to the Project Gutenberg Literary Archive Foundation."
- You provide a full refund of any money paid by a user who notifies you in writing (or by e-mail) within 30 days of receipt that s/he does not agree to the terms of the full Project Gutenberg-tm License. You must require such a user to return or destroy all copies of the works possessed in a physical medium and discontinue all use of and all access to other copies of Project Gutenberg-tm works.
- You provide, in accordance with paragraph 1.F.3, a full refund of any money paid for a work or a replacement copy, if a defect in the electronic work is discovered and reported to you within 90 days of receipt of the work.
- You comply with all other terms of this agreement for free distribution of Project Gutenberg-tm works.

1.E.9. If you wish to charge a fee or distribute a Project Gutenberg-tm electronic work or group of works on different terms than are set forth in this agreement, you must obtain permission in writing from both the Project Gutenberg Literary Archive Foundation and Michael Hart, the owner of the Project Gutenberg-tm trademark. Contact the Foundation as set forth in Section 3 below.

1.F.

1.F.1. Project Gutenberg volunteers and employees expend considerable effort to identify, do copyright research on, transcribe and proofread public domain works in creating the Project Gutenberg-tm collection. Despite these efforts, Project Gutenberg-tm electronic works, and the medium on which they may be stored, may contain "Defects," such as, but not limited to, incomplete, inaccurate or corrupt data, transcription errors, a copyright or other intellectual property infringement, a defective or damaged disk or other medium, a computer virus, or computer codes that damage or cannot be read by your equipment.

1.F.2. LIMITED WARRANTY, DISCLAIMER OF DAMAGES - Except for the "Right of Replacement or Refund" described in paragraph 1.F.3, the Project Gutenberg Literary Archive Foundation, the owner of the Project Gutenberg-tm trademark, and any other party distributing a Project Gutenberg-tm electronic work under this agreement, disclaim all liability to you for damages, costs and expenses, including legal fees. YOU AGREE THAT YOU HAVE NO REMEDIES FOR NEGLIGENCE, STRICT LIABILITY, BREACH OF WARRANTY OR BREACH OF CONTRACT EXCEPT THOSE PROVIDED IN PARAGRAPH F3. YOU AGREE THAT THE FOUNDATION, THE TRADEMARK OWNER, AND ANY DISTRIBUTOR UNDER THIS AGREEMENT WILL NOT BE LIABLE TO YOU FOR ACTUAL, DIRECT, INDIRECT, CONSEQUENTIAL, PUNITIVE OR INCIDENTAL DAMAGES EVEN IF YOU GIVE NOTICE OF THE POSSIBILITY OF SUCH DAMAGE.

1.F.3. LIMITED RIGHT OF REPLACEMENT OR REFUND - If you discover a defect in this electronic work within 90 days of receiving it, you can receive a refund of the money (if any) you paid for it by sending a written explanation to the person you received the work from. If you received the work on a physical medium, you must return the medium with your written explanation. The person or entity that provided you with the defective work may elect to provide a replacement copy in lieu of a refund. If you received the work electronically, the person or entity providing it to you may choose to give you a second opportunity to receive the work electronically in lieu of a refund. If the second copy is also defective, you may demand a refund in writing without further opportunities to fix the problem.

1.F.4. Except for the limited right of replacement or refund set forth in paragraph 1.F.3, this work is provided to you 'AS-IS' WITH NO OTHER WARRANTIES OF ANY KIND, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO WARRANTIES OF MERCHANTABILITY OR FITNESS FOR ANY PURPOSE.

1.F.5. Some states do not allow disclaimers of certain implied warranties or the exclusion or limitation of certain types of damages. If any disclaimer or limitation set forth in this agreement violates the law of the state applicable to this agreement, the agreement shall be interpreted to make the maximum disclaimer or limitation permitted by the applicable state law. The invalidity or unenforceability of any provision of this agreement shall not void the remaining provisions.

1.F.6. INDEMNITY - You agree to indemnify and hold the Foundation, the trademark owner, any agent or employee of the Foundation, anyone providing copies of Project Gutenberg-tm electronic works in accordance with this agreement, and any volunteers associated with the production,

promotion and distribution of Project Gutenberg-tm electronic works, harmless from all liability, costs and expenses, including legal fees, that arise directly or indirectly from any of the following which you do or cause to occur: (a) distribution of this or any Project Gutenberg-tm work, (b) alteration, modification, or additions or deletions to any Project Gutenberg-tm work, and (c) any Defect you cause.

Section 2. Information about the Mission of Project Gutenberg-tm

Project Gutenberg-tm is synonymous with the free distribution of electronic works in formats readable by the widest variety of computers including obsolete, old, middle-aged and new computers. It exists because of the efforts of hundreds of volunteers and donations from people in all walks of life.

Volunteers and financial support to provide volunteers with the assistance they need, is critical to reaching Project Gutenberg-tm's goals and ensuring that the Project Gutenberg-tm collection will remain freely available for generations to come. In 2001, the Project Gutenberg Literary Archive Foundation was created to provide a secure and permanent future for Project Gutenberg-tm and future generations. To learn more about the Project Gutenberg Literary Archive Foundation and how your efforts and donations can help, see Sections 3 and 4 and the Foundation web page at <http://www.pglaf.org>.

Section 3. Information about the Project Gutenberg Literary Archive Foundation

The Project Gutenberg Literary Archive Foundation is a non profit 501(c)(3) educational corporation organized under the laws of the state of Mississippi and granted tax exempt status by the Internal Revenue Service. The Foundation's EIN or federal tax identification number is 64-6221541. Its 501(c)(3) letter is posted at <http://pglaf.org/fundraising>. Contributions to the Project Gutenberg Literary Archive Foundation are tax deductible to the full extent permitted by U.S. federal laws and your state's laws.

The Foundation's principal office is located at 4557 Melan Dr. S. Fairbanks, AK, 99712., but its volunteers and employees are scattered throughout numerous locations. Its business office is located at 809 North 1500 West, Salt Lake City, UT 84116, (801) 596-1887, email business@pglaf.org. Email contact links and up to date contact information can be found at the Foundation's web site and official page at <http://pglaf.org>

For additional contact information:

Dr. Gregory B. Newby
Chief Executive and Director
gnewby@pglaf.org

Section 4. Information about Donations to the Project Gutenberg Literary Archive Foundation

Project Gutenberg-tm depends upon and cannot survive without wide

spread public support and donations to carry out its mission of increasing the number of public domain and licensed works that can be freely distributed in machine readable form accessible by the widest array of equipment including outdated equipment. Many small donations (\$1 to \$5,000) are particularly important to maintaining tax exempt status with the IRS.

The Foundation is committed to complying with the laws regulating charities and charitable donations in all 50 states of the United States. Compliance requirements are not uniform and it takes a considerable effort, much paperwork and many fees to meet and keep up with these requirements. We do not solicit donations in locations where we have not received written confirmation of compliance. To SEND DONATIONS or determine the status of compliance for any particular state visit <http://pglaf.org>

While we cannot and do not solicit contributions from states where we have not met the solicitation requirements, we know of no prohibition against accepting unsolicited donations from donors in such states who approach us with offers to donate.

International donations are gratefully accepted, but we cannot make any statements concerning tax treatment of donations received from outside the United States. U.S. laws alone swamp our small staff.

Please check the Project Gutenberg Web pages for current donation methods and addresses. Donations are accepted in a number of other ways including including checks, online payments and credit card donations. To donate, please visit: <http://pglaf.org/donate>

Section 5. General Information About Project Gutenberg-tm electronic works.

Professor Michael S. Hart is the originator of the Project Gutenberg-tm concept of a library of electronic works that could be freely shared with anyone. For thirty years, he produced and distributed Project Gutenberg-tm eBooks with only a loose network of volunteer support.

Project Gutenberg-tm eBooks are often created from several printed editions, all of which are confirmed as Public Domain in the U.S. unless a copyright notice is included. Thus, we do not necessarily keep eBooks in compliance with any particular paper edition.

Most people start at our Web site which has the main PG search facility:

<http://www.gutenberg.net>

This Web site includes information about Project Gutenberg-tm, including how to make donations to the Project Gutenberg Literary Archive Foundation, how to help produce our new eBooks, and how to **subscribe to our email newsletter to hear about new eBooks.**