



Publishers of Books and of Harper's Magazine

April 25, 1923.

Miss Ida M. Tarbell,  
120 East 19th Street,  
New York, N. Y.

Dear Miss Tarbell:

I hasten to reply to your letter of April 23rd. I think I can make clear your doubt about Section 4. "Any other source" covers such possible compensation as that received from the use of a selection from the book. In the case of a volume of verse, it would mean money received from the editor of an anthology, etc. I suppose that a strict interpretation of it would include proceeds from the movie rights.

It is a curious coincidence that Mr. Brainard on Monday brought up this very point about the motion picture possibilities in the material. He felt that we should share equally with you if it were possible to realize something from this source. Since you have mentioned it in your letter, it occurs to me that you may have talked with him.

Your other question about the advertising -- we give you in cash one-fourth the amount received in advertising, not one-fourth of the advertising. This is generally considered much more advantageous to the author than little dabs of advertising here and there over the country. Actually, in the case of your book, the newspapers will already have printed it serially and there will be very little or no exchange advertising. This provision in the agreement is largely to cover the proceeds of second serial fiction.

Be sure to let me know if there is anything now standing in your way of signing the agreement. I shall hold myself at your disposal for this or anything else, for you know, I am sure, how enthusiastic we are about the book.

Cordially as always,

A handwritten signature in cursive script that reads "William H. Briggs".

William H. Briggs...BS