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M. W. FLYNN,
ASST. SECY. & TREAS.

MCCLURE'S MAGAZINE,
44-60 EAST TWENTY-THIRD STREET,
NEW YORK.

CABLE ADDRESS
"AIDDECAH," NEW YORK
TELEPHONE NUMBER
372 GRAMERCY.

LONDON OFFICE
186 OXFORD STREET, WEST

January third 1911.

Dear Miss Tarbell:

I regret very much that your last letter, in regard to the subscription edition of your "Life of Lincoln", has not been answered at an earlier date, owing to my having remained abroad longer than I expected. I am sure that we are just as anxious as you are to get this matter entirely cleared up and on a satisfactory basis to both parties. I take the liberty of submitting for your consideration two propositions:

Proposition for publication by the S. S. McClure Company:

First, the S. S. McClure Company agrees to pay on all sets sold from this date for a period of five years, except about 2,700 sets now printed and gathered, a royalty of 5% of the selling price of the publication; you to guarantee the S. S. McClure Company, during the life of this agreement, unrestricted mail order rights on this publication in any form containing more than two volumes; the settlement of royalty on the sale of the "Life of Lincoln" to be made January 1, April 1, July 1 and October 1 of each year; the settlement to be accompanied by signed statement covering sales of the publication during the previous three months; the S. S. McClure Company under this agreement to be free to make plates for a new edition of the work, the text of the biography to be unchanged except by your authority. This proposition is the same as we made to you last fall.

Proposition to dispose of the subscription and mail order rights in Tarbell's "Life of Lincoln":

For these rights you are to pay us five thousand dollars (\$5,000.), payable in notes bearing interest at 6%, dated April 1; the first note due June 1; one note maturing on the 1st of each month following; the last note becoming due on March 1, 1912. All sheet stock and new and perfect bound sets of Tarbell's "Life of Lincoln" are to be taken over by you on April 1, 1911, at the following prices covering expenses to us:

4 vols. cloth binding \$1.60
4 vols. 3/4 leather binding 2.15
Gathered sheets 95 per set

We are making the date of transfer April first because it will give us an opportunity to dispose of our bound stock, and we doubt very much if arrangements could be made by you or anyone else to handle the publication effectively before that date.

In your last letter you referred to the "trade copyrights" and asked that these be turned over to you. The fact has no doubt escaped your mind that last fall we did turn over all the trade copyrights to you and every other right except the subscription right which remains the only matter in dispute.

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We sincerely trust that you will see your way to accepting one of these two propositions. They have been worked out with the idea of affording every opportunity for concluding the unpleasant situation which has dragged on for a long while and it must be as unpleasant to you as it is to us. These two propositions are just as favorable in their terms as we feel we can make them in justice to our interests.

I hope you will be able to give the matter the same earnest consideration that we have and will appreciate, in reaching a decision, that we have now done our utmost in order to dispose the matter on a fair and equitable basis.

Very sincerely yours,

Miss Ida M. Tarbell,
American Magazine,
New York, N.Y.

Cameron Mackenzie