

November 22, 1918

Messrs. Payot & Co.,
106, Boulevard St. Germain,
Paris, France.

Gentlemen:

The Macmillan Company, my American publisher, has referred to me your card of October 19, asking for a copy of my book, "New Ideals in Business," for consideration for translation.

The Macmillan Company tell me that they have sent you the book, and have asked me to take up with you direct the question of terms of translation. They waive their rights in the translation, asking only that if you decide to publish the book, the translation shall be sold only in France and her colonies, and not exported to other countries.

As for my own rights, if you decide on publication, I shall be satisfied if, after the first thousand issued, you will give me a royalty of ten per cent. on the retail price.

I shall probably be in Paris within a few weeks, and shall give myself the pleasure of communicating with you direct. I shall of course be gratified if you decide that the book is worth putting before the French people.

Very truly yours,