May - , 1923

My dear Percy:

I have been away so much the last few weeks that I have neglected writing you about a point in a letter of Mr. Austin's, dated March 24. I had written, asking him for a report on the business of the Service to date. In his reply he says: "After taking the costs out of the total sales of 18,958, your share will be 50% of that total."

But what does he mean by these "costs"? I have never had any arrangement with a publisher where publishing and illustrating costs were not borne by him; and I remember distinctly your saying, when I was asking for an advance and speaking of the necessity of paying for photographs, etc., as I went along, "Of course the Syndicate paid for these things." I had really never thought of anything else. I bear the costs of collecting and preparing my material, and that, as you know, has been considerable in this case. When you talk about "costs," do you mean mine as well as yours? What I am after is to get my mind clear on the matter.

But I should like it, too, if Mr. Austin would send me the monthly statement promised. I am always afraid in these syndicates of papers not staying up to the end, and I really must know just where I stand. I am sure you will appreciate my point of view.

Faithfully yours,

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