CABLE ADDRESS: PACHAMAC

THE MACMILLAN COMPANY

PUBLISHERS

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file

December 11, 1919.

Miss Ida M. Tarbell,
132 East 19th Street,
New York City.

My dear Miss Tarbell:

I have your letter of the 9th. I should think we would be able to get your book through in time if we could have the final copy say by Christmas or thereabouts. The book is so small that it ought not to take long to print, and there will be no trouble, if, as I hope, the printers are in better shape after Christmas than they have been this fall.

I am somewhat puzzled to decide about the royalty. It is true that I asked for the 10% rate in consideration of what we hope is a temporary condition, and that we should be quite willing to pay you 15% under normal conditions. The end of the War is, however, an uncertain date on which to reckon. Suppose we put it this way: manufacturing costs are at present nearly 100% above the pre-war level. Suppose we agree that the royalty on this book shall go to 15% when manufacturing costs of the book have fallen 20% below the present figure. Would this be satisfactory? It would have the advantage, as I see it, of affording a perfectly definite basis for our plans.

I am,

Very truly yours,

Edward C. Mac...

Vice President.

ECM/H

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