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228 PITT ST., N. S. W.

May 24th, 1923.

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

Dear Miss Tarbell:-

Your letter of May 17th received. I am sorry there has been any misunderstanding about the terms on your series. If you will look over our agreement, you will see that the agreement is on a net basis and what constitutes net is specified. Net means that we take the total cash collections and deduct therefrom, the cost of photographs, lay-outs, engraving and mats, which averages about \$65.00 per week. It is true, that when you talked about photographs I told you that we would take care of the payment of them, meaning that we would pay the bills or that if you spent any money for photographs we would reimburse you, but these payments whatever they may be, would be deducted from the gross proceeds and we would have fifty-fifty in the final counting.

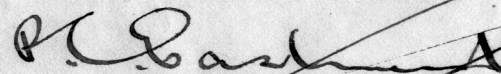
If this was not your understanding when you talked to us and when you signed the agreement, then certainly, I want to adjust it to your satisfaction, but this is the usual way of handling syndicate features. We take all selling expense, promotions, circularizing, postage, traveling, etc. and all that is charged against the proceeds of the feature is what it costs to put it into shape to furnish it to the newspapers, but as I said before, if this was not your understanding at the time the agreement was made, then we will revise it on the basis of what you understood. In all our dealings we want to be fair, and there is no one we have dealt with to a greater obligation to be fair than yourself.

When we feel
With kind personal regards,

Yours faithfully,

THE MC CLURE NEWSPAPER SYNDICATE

BY,



Vice President.

PCE:FAE