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THE WORLD'S WORK FARMING DOUBLEDAY PAGE & CO. 133-135-137 EAST 16TH STREET, NEW YORK COUNTRY LIFE IN AMERICA THE GARDEN MAGAZINE

295

February 15, 1909.

Dear Miss Tarbell:

We are somewhat at a loss to know what to do about "The Life of Napoleon." I need hardly say that we want to find all the market that exists for all of your books, and the question of reprinting this volume has just come up. I get a statement from one of the McClure Company people that it was reprinted two years ago only because Mr. Caldwell guaranteed to use a certain number in his mail order work, and, since this opportunity does not exist any more to the same extent, he seems to feel that the book ought not to be reprinted.

I confess I don't like to contemplate this myself, for there is a small annual sale at

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the regular price (100 copies or more, they tell me), and it seems like a mistake not to follow it up and try to develop it.

On the other hand, the expense of printing an edition of 500 with those half-tones running all through the text is so great (76¢ a copy), that we really lose a few cents on every copy sold at the $2.50 list price. I should be very glad to know if you have any idea as to what would be best to do. If the book could be revised and the illustrations grouped on full pages, it might be possible to work out a cheap edition that would make new plates practicable -- and the present ones are really almost worn out, as you doubtless know. I shall be very glad to talk the matter over with you at any time if you care to.

Sincerely yours,

Henry W. Lanier

Miss Ida M. Tarbell,
C/o "The American Magazine,"
New York City.

HWL/LAC

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