July 26, 1935

Dear Mr. Gumm:

I think it would be a mistake to make a final arrangement with Mr. Sale for the use of "He Knew Lincoln" until we know what he probably will be able to do in his concert and vaudeville work. I am willing to accept $100.00 a month for this season. We must not forget that nobody else has wanted professionally to make the same use of the material that Mr. Sales makes, that is there has never been anybody else, so far as I know, who wanted the part for vaudeville and concert work.

I shall be satisfied then if we go ahead with $100.00 a month and at the end of that time we can consider a permanent arrangement.

The enclosed correspondence brings up a point which every now and then comes up - somebody wanting to use an arrangement of some article I have written, usually concerning Lincoln. With the publisher's consent I usually say "Go ahead" giving credit of course. My book publisher, Macmillan, however when anything of this kind comes up charges a fee, not large. I fancy that in the case of the Mid-West Debate Bureau they possibly would make it $25.00. Have you had any experience with this kind of thing? What is the practice? The fact is I do not want to encourage the idea that anybody who wants to use a writer's material in any form whatever should have the permission as well as the gratitude of the author. Do you want to take up this case?

Very sincerely yours

Mr. Harold Gumm
1540 Broadway
New York City

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