CABLE ADDRESS: PACHAMAC

THE MACMILLAN COMPANY

PUBLISHERS

64-66 FIFTH AVENUE

NEW YORK

BOSTON
CHICAGO
SAN FRANCISCO
DALLAS
ATLANTA

LONDON
BOMBAY
CALCUTTA
MELBOURNE
TORONTO

February 10, 1917.

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

My dear Miss Tarbell:-

One or two of your books are nearly out of stock and at the present rate of sale, we shall be out of them in a few weeks. We have consequently been considering the question of reprints for further sales and we are confronted with the fact that the increased cost of manufacture makes it unprofitable to us to sell these books at all under present royalty arrangements. We do not wish to let the books go out of print for any length of time and I must, therefore, make an appeal to you to allow us to account to you for the sales of your books at a 10% royalty instead of at the present high rates where these rates are now higher for the rest of the war period at any rate and for, say a period of six months after the end of the war as it will take at least that length of time for the costs of paper and other manufacturing materials to come down to something near normal prices. I think you will probably be willing to meet us in this matter as it is impossible for us, of course, to undertake to sell books or to push their sale under conditions as set forth above.

I am accordingly enclosing to you a supplementary agreement covering this matter which I hope you may see fit to sign and return to me at your early convenience as we shall wish to publish a reprint of one or two of the books at an early date.

I am

Very truly yours,

Edward C. Marsh
THE MACMILLAN COMPANY

ECM:GK

Digital Image, 2009, The Ida M. Tarbell Collection, 1890-1944, Allegheny College Pelletier Library