Chap 14 6

132 EAST NINETEENTH STREET

January 3, 1919

Messrs. Payot & Co.,
106 Boulevard St. Germain,
Paris, France.

Dear Sirs:

I have your letter of December 16th.

Please regard the present letter as covering the terms of agreement in reference to the publication of my book, "New Ideals in Business." You are to have the exclusive right of translating this book into the French language and to sell it in all French speaking countries, such as Switzerland, Belgium, and the French Canada provinces.

In return for this right you are to give me a ten per cent. royalty on the book after the first thousand; an accounting to be rendered and payment made to me annually. in the course of August.

As requested, two copies of the book go to you with this letter of agreement.

Very truly yours,

Ida M. Tarbell

LIBRAIRIE PAYOT & Cie
106, Bd St Germain
-PARIS-

Accepted:

LIBRAIRIE PAYOT & Cie
106, Bd St Germain
-PARIS-

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