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NORFOLK STREET, STRAND

July 25, 1908

Dear Miss Tarbell:-

Handwritten note: I am P. Tarbell's son. I am writing to you in C.

The American Magazine and McClure's Magazine have formed a combination for circularizing, in which case they want to use HE KNEW LINCOLN. Under the present royalty arrangement with you it is almost impossible to sell this book to the circularizing departments at a price that will leave a profit to us. There are many thousands of circulars sent out through this department which should stimulate the sale of the book in the regular channels and which should give it quite an advertising feature. Under our present contract we are paying you a royalty of 15% of the retail price on all copies sold. I am writing to know if we cannot make a special arrangement with you for copies sold through this department; my idea would be to pay you three cents a copy royalty for all copies sold through the circularizing department. We would not change the appearance of the book in any way; it would be identical with that sold to the trade.

Mr. McKinlay has been anxious for some time to get this book but under the rules of the American Publishers Association a book must be published a year at least before it can be used for premium or other purposes.

I sincerely trust you are enjoying good health and that you will have a pleasant summer.

Trusting that this proposal may seem reasonable to you and one that you will agree to, believe me,

Very sincerely yours,

J. N. Corrigan

P.S. We are considering a new Subscription edition of THE LIFE OF LINCOLN and we should like to add a lot of new material. Should we decide to go ahead with a new edition would it be possible for you to give any time to new material for it? We have a lot of manuscript that you went over several years ago which might be of help to you; it was turned ~~inward~~ over to us by Mr. McKinlay. The idea would be to get the set ready for the late Fall in time for the Lincoln Centenary.

Miss Ida M. Tarbell
R.F.D. 25
Bethel, Conn.

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