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February 8, 1923.

Miss Ida M. Tarbell,
120 East 19th Street,
New York City.

My dear Miss Tarbell:-

Collier's Weekly, in conjunction with the Boy Scouts, is proposing to put out a subscription offer on a six volume set of books of biography for boys. There will be a volume on Edison, one on Roosevelt, one on Daniel Boone, one on Washington, and probably one on Mark Twain, as well as one on Lincoln. They propose to print an initial edition of five thousand copies. The books will, as I understand it, be sold only in sets and on subscription terms, so much down and so much per month. They will be widely advertised in the Collier's publications, and probably in other magazines as well. In this set they would like to include your BOY SCOUTS LIFE OF LINCOLN. The terms which they offer would make it possible for us to pay you only five cents per copy on all copies sold in this subscription offer, the first edition to be as I have said, five thousand. Later editions, should they be required, at a similar rate. They hope to have the thing run to big numbers. This arrangement is of course very similar to one which they have made with us for the Wells book and which has worked out very satisfactorily for all concerned. I should like, if I might, to recommend your agreement to the scheme and to the acceptance of five cents per copy on all copies sold in this way. There is the chance that the money returns may be worth while. Of course there is also the chance that the thing may fall pretty flat. In any event, the books would be sold not through the usual book channels and would have no effect upon the regular

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book sales unless in fact the advertising given to the title served to stimulate the demand for it in book stores. We have found that to be the case with Wells's OUTLINE OF HISTORY. People have seen the work widely advertised, have not noted particularly the terms of the Collier offer, and have gone into the book store and purchased the book. Of course, I don't mean to say that the Collier offer on the Wells has failed. Far from that. Thousands of copies have been sold on the Collier plan, but there has also been a considerable number of sales made of the regular edition through book stores because of the Collier publicity.

This thing won't go through unless these special terms can be subscribed to, because the Collier people can't pay more than their present offer to us on which the five cents royalty to you is based. The result will be that they will seek some other Lincoln book. Please let me hear from you at your convenience.

Very truly yours,

THE MACMILLAN COMPANY.

H. S. Latham

HSL.KK

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