GEORGE P. BRETT, President
A. H. NELSON, Vice President
GEORGE P. BRETT, JR. Treasurer

L. J. LUCAS, Secretary
GEORGE P. BRETT, JR. Sales
H. S. LATHAM, Editorial
Trade Dept

C. H SEAVER, Educational Dept
R. R. SMITH, College Dept
J. N. MYERS, Medical Dept

E. B. CALLAHAN, Foreign Dept
W. H. MURRAY, Religious
R. I. GARTON, Juvenile

Telephone WATKINS 8090

Cable Address PACHAMAC

CHICAGO
BOSTON
ATLANTA
DALLAS
SAN FRANCISCO

THE MACMILLAN COMPANY
Publishers
64-66 FIFTH AVENUE
New York

LONDON
TORONTO
BOMBAY
CALCUTTA
MELBOURNE

December 9, 1922.

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

My dear Miss Tarbell:-

Just to confirm our telephone conversation:

We appreciate the position in which you are placed with reference to the publication of IN THE FOOTSTEPS OF THE LINCOLNS, and do not see that there is anything that you can do but to give the book rights in this to Harpers, if there should be a book in it. We are of course sorry not to have the privilege of publishing it, but have no criticism to make of your handling of the matter, and in fact appreciate deeply the friendly spirit with which you have put the problem before us. We value our publishing association with you highly, and hope that nothing may ever come to interrupt it. We realize that this instance is quite out of the ordinary, and as we have said do not see how you could have acted in any way other than you have. We hope that your contract with Harpers, should a book ultimately come out of the material, will be a liberal one, and that it will give you an adequate royalty return.

Now as to the other books:

We are very keen indeed to have the present two volume LIFE OF LINCOLN revised and re-published. We think that there would be a large field for the book, and we hope that you may be in a position to undertake this work of revision, so as to permit of publi-

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

Miss Ida M. Tarbell.

cation in 1925. Will you think this over and let me know at your convenience whether that seems likely or not. In the meantime, between now and the date when this revised edition is issued, we would suggest putting the two volumes in one and re-publishing in that form without change. Would you, on this one volume reissue, in order that the price may be kept down, consent to take a royalty of 10%? I think we could get quite a popular sale for this two volume reissue if it is produced at a popular price, and a 10% royalty would help a little to that end. When we come to the revision of the book, we can go into the question of royalty then again.

We should be quite ready to publish a book by you on the tariff, but we should wish to publish it independent of any series. Our National Problem Series was not particularly successful, and we have abandoned it. It is probably not a matter of any moment to you whether it is in a series or not. Let me know please what you decide to do about this, so that if you are actually going to write the book we may get our plans under way for its promotion in plenty of time.

We should be glad too to take up the matter of the revision and extension of the story of the standard oil activities whenever you have the manuscript ready.

Very truly yours,

THE MACMILLAN COMPANY.

HSL.KK

H S Latham

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