Miss Tarbell: July 30th, 1908.

With relation to the attached letter from Mr. Corrigan, I have this to say: There is no reason why the McClure Company should have any profit on "He Knew Lincoln", in view of the fact that they will make a big profit on Tarbell's "Life of Lincoln." In fact, it is understood by Mr. Mackenzie of McClure's and provided for in the agreement, that "He Knew Lincoln" is to be put into the combination at absolute cost of manufacture to the McClure Company. I have pointed out the fact to Mr. Mackenzie that you make no profit on the subscription edition of the "Life of Lincoln" and that therefore, you are entitled to a profit on "He Knew Lincoln." Our endeavor is to have the cost of "He Knew Lincoln," plus royalty, plus wrapping and delivery charges not exceed 20¢. It may be necessary for us to ask you to reduce your royalty a little for this purpose. But it is absolutely unnecessary that your royalty be reduced one penny in order that the McClure Company should make a profit on the sale of "He Knew Lincoln" to the various circulating departments of its own establishment. I would not listen to it for one minute. I am endeavoring to find out what the cost of the book is and what the delivery and wrapping charges will be, so that when we have this data in hand we will be able to figure what sum to ask you to take as a royalty.

D. A. McKinlay.

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