

GOLDIE & GUMM
1540 BROADWAY
NEW YORK

August 2nd, 1935.

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

Dear Miss Tarbell:

This acknowledges receipt of yours of the 26th ult. The delay in replying is due to the fact that I have been absent from the city.

Your statement that you will be satisfied to accept \$100 from Mr. Sale for the use of "Lincoln" for a month for concert purposes has been noted and he will be advised of this fact at once.

With reference to the enclosure from the Mid-West Debate Bureau sent to you by Collier's, acting through William Jackman, my conclusions are as follows:

1. In such cases, generally speaking, the publisher is the trustee for the author in respect of all usages of the work other than the original one. This, of course, holds true only in the event that the author has not made a complete sale to the publisher of all right, title and interest in the work. It therefore follows that all additional usages, and the revenue therefor and therefrom, belong exclusively to the author.

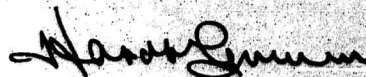
2. The price for such usages varies in accordance with the importance and length of the work and the new use to which it is proposed to be put. I am not familiar with the article in Collier's, but I assume that it was a short and single contribution and I would judge a fair price for the usage in question to be anywhere from \$25 to \$50. If the Mid-West Debate Bureau cannot pay some such sum, then it does not seem to me to be worth your while.

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If you agree with this, and will also advise me that Collier's has obtained from you nothing more than the right to use the work only for the original purpose, I will be glad to correspond with the Mid-West Debate Bureau for this purpose.

Very truly yours,



HHG.MB