

2591

ROBERTS BROTHERS,
PUBLISHERS,
BOSTON.

Mch 18/87

Mrs Albion W. Tourgee

~~Dear Madam~~

Judge Tourgee says we are to negotiate terms with you for the publication of "Butter's Law", and that you will want 15 per cent on the retail price of 25000.

If you will pay for the electrotype plates, this to be done out of the proceeds of the money coming to you on account of copyright, the said plates when so paid for being your property, we will accept your terms.

If we pay for the plates, we think 12 per cent on the retail is liberal. Indeed we are convinced, from our conviction is the result of a long experience, that taking all the contingencies attending book publication into account, ten per cent to the author is a full half of the net profits.

We settle twice a year, paying this amt. due in Cash. We should say the book could not be put at a higher retail price than \$1.00 and you infer, of course, that you have decided not to publish with Ford, Howard & Hulbert, because we do not wish to be suspected of violating trade courtesies in this negotiation.

Very truly yours
R. Roberts Bros.