

ROBERTS BROTHERS,
PUBLISHERS,

Boston, April 1st 1887.

Mrs. Emma H. Torgue

Dear Madam

We hope this business will prove to be another "Kool's Error". Excuse the pun in memory of the day.

We are always glad to allow authors half the profits but it is not easy to ascertain correctly what they are & as a rule the publisher suffers for the uncertainty.

When a publisher is willing to sacrifice his profits for the sake of securing a book it is pretty certain either that he is dishonest or that he will come to grief and the author suffers in both cases.

Let us look at the result of publishing "Buttoned in" supposing it to make a book like "Passage of Power" and the sale to reach 10,000 costing \$544 ea.

| | | |
|----------------------------|--------------------|-------------|
| Copyright | | 1200 |
| Cost | | 3400.00 |
| Sale of 10000 at \$44 each | | 54400 |
| | Gross Profits | \$ 47000.00 |
| Expenses | Cost of plates | \$ 250. |
| " | doing business 10% | \$ 540. |
| " | advertising say | \$ 300. |
| | | 1090.00 |
| | | \$ 610.00 |

This is a fair Estimate, into wh. does not enter

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Copies given to the press, losses on sales, interest on Capital, but these items may possibly be offset by the copies sold at 40 per cent, although the great bulk of sales are to the large jobbers.

We have stated a small sum for advertising - probably the cost would be double, and we have not our stated cost of doing business. We could, indeed, have our books made at a less cost - at some country office, perhaps, were the proof reading would lower our standard. We prefer to, & do, pay the highest prices.

If, however, you are agreed, we shall be glad to try our luck with "Fulton's ~~...~~" & as there is no time to lose if we wish to take advantage of Spring & Summer trade, if you will send the MSS we will go to work on it at once.

Meanwhile we send you a contract, filled out, wh. you can overhance and stick a pin in if not always satisfactory to you & we will endeavor to meet your views.

Yrs Very truly,
Roberts Bros.