

FORDS, HOWARD, & HULBERT,
PUBLISHERS,
No. 27 Park Place.

NEW YORK, Apr 11 1887

H. H. Cummings &
Toronto, Pa.

Dear Sir:

Pardon our delay in answering your favor of March 25 about "Black Ice"; we have been digging up an old contract & getting "opinions" on it to see if we had bound ourselves not to publish anything of Judge T.'s from outside sources.

The royalty you ask, 15% on retail price (wh. we take to mean the same as your phrase "gross sales") is 50% higher than the usual Copyright royalty. Our arrangements with Judge T. hitherto have been "Half Profits," which on the large sales of his earlier books did amount to a little over 15%. But "Black Ice" is not one of his tremendous books, and we do not anticipate in it a very large profit. To make it safe either way, we make you the following

Proposition: If you will furnish
holder pay for the cost of the
electrotype plates of the book we
will pay you 15% Royalty on all
sales (retail price) from the beginning;
or, if we have to furnish the
plates ourselves, we will pay you
15% on the retail price of all
sales ^{+ sales} after our profits as manu-
facturer shall have reimbursed
us in the cost of the plates.

If the book goes, your roy-
alty takes care of itself; if not,
we should not care to pay
a large royalty on top of the
other investment in plate paper,
print, binding, advertising, circular-
izing, etc. We show our confi-
dence in a good sale however
by affixing the large royalty after
~~we have~~ the plates are assured
to us. Very truly yours,

Jos. Howard Mellen