

Gentlemen: Yours of yesterday recd.

I do not think we are very far apart but there is quite a fence between us.

I cannot go to New York as I am very busy and my lectures begin in a few days, which will take me away from home about all the time.

If it were possible, however, it would be needless. There is little, almost nothing, to be said. Mrs. Sawyer will concede the matter of the duplicate plates — nothing more.

Your agreement to furnish her books at 50% off <sup>retail price</sup> ~~costs~~ without condition on modification, ~~and the~~ ~~that~~ ~~all~~ ~~the~~ ~~present~~ advantage accruing to her thereby will never be revised nor conditioned.

Of course, there can be no publication  
till you send out of copies  
until the owner of the copyright has  
consented, <sup>thru</sup> according to the statute.  
The only question therefore is whether  
you will abide by your own agree-  
ment or not.

The delay you speak of may  
injure your interests but I cannot  
see that it will affect hers detri-  
mentally, since your refusal to  
consummate the contract <sup>correct</sup> leaves  
her at liberty and her <sup>interest</sup> rights as the  
owner of the copyright unimpaired. This can-  
not be taken away from her and is not  
likely to depreciate. It does not, I suppose,  
need any argument to show you these  
facts and it is for you to determine what you  
will do. ~~When she consents to your demand~~  
She has nothing more to concede

There is no ill-temper nor any desire needlessly to embarrass your action. Her action is simply a deliberate purpose to insist upon her ~~own~~ legal rights because it is to her ~~available advantage~~ clear and legitimate interest to do so.

It probably seems to you merely a matter for continued persuasion, because so few ~~and~~ people are careful about their copyright contracts and so few have any clear comprehension of the law of copyright, as applied to the same. I do not think any amount of correspondence or negotiation would in any manner affect our position nor do I think you will ultimately <sup>have every cause to</sup> regret the fact.

(d) body chosen by wards or districts?  
(c) What is of the number of wards or districts and the representation?

Five percent, which is exactly the  
measure of the concession you  
required her to grant before you consented  
to fulfill your contract in regard to serial publications.  
which is the same  
measures \$50 on every thousand books,  
or \$500 on ~~ten thousand~~ <sup>that ten thousand</sup> and \$1,000  
on twenty thousand. The least of  
these sums is at least ~~equal~~  
you equal to your whole  
expenditure. - You will easily  
see therefore, that from our point  
of view the thing to be done, is  
not for you to ask for more,  
but to confirm the reasonable and  
proper terms you ~~would~~ <sup>we</sup> have  
already agreed to in considera-  
tion of this concession on  
her part.

You must understand that  
what she has done is not  
done for her own sake but  
simply because she  
has conceived all  
that her interests will  
permit her to yield.

λ ~~Sincerely yours~~  
With the exception  
stated, the draft sent  
you embodies the  
terms on which the  
matter may be con-  
cluded without de-  
lay and no uncon-  
table delay will mod-  
ify them upon the  
points <sup>in points previously</sup> ~~mentioned~~.

Sincerely Yours  
R. W. Terry