

FORDS, HOWARD, & HULBERT,  
PUBLISHERS,  
No. 30, Lafayette Place.

Mr. A. W. Pongee NEW YORK, Aug 15 1890

My dear Mr. Pongee

Your letter of the 16<sup>th</sup> and the express packages are both here. I have not had time to look into the latter, but will get at it tomorrow.

As to the terms, if you prefer a percentage, well and good, so be it. Only, as that means a position paying out by us to the author, as well as to printer & binder & advertising mediums, whether we make anything or not, we must be a little more careful as to the quantities.

On "Black Ice", for instance, we paid (as we never should have done) 12½% royalty; and as no sales to last Jan. were over 2,24, we have doubtless spent on the book more than we got back (not to mention 316 copies to editors!)

We propose a slight modification of your proposed terms: i.e. instead of 10% on first 1500; 12% on next 3500, & 15% on all over 5000, we suggest 10% on first 2500; 12% on next 2500; & 15% on all over 5000. That is more nearly fair; and if the book goes you get the benefit of it. Sincerely yours, W. Adams