

Gentlemen: Your letter of the 25<sup>th</sup>  
is received.

I thought I had made  
clear to you that the five-year  
limit could not be modified  
and that the copyrighter would  
take no responsibility whatever  
with regard to the plates.

The publishing of a book is a  
mutual venture. The copyrighter  
furnishes the matter and in  
this case, the illustrations too.  
The publisher furnishes the plates  
and a first edition of books.

The copyrighter either furnishes  
a reputation that will ensure  
a profitable sale or ~~else~~ else  
the publisher makes his in-  
vestment on ~~the~~ his judg-  
ment of the merits of the work.

Now, it is just as absurd  
to require the copyrighter to  
~~compensate~~ pay you for your  
plates as it would be to  
ask you to pay for her  
type writing. In the case of

a fresh book it is proper for  
~~an~~ a publisher to demand such  
a condition and proper for  
an author to record it, if he  
chooses, because there may be  
a loss on it. ~~In that case~~

In such a case, too, it  
will do for a publisher to talk  
about "working up a sale". This  
may, indeed, be done in case  
of school and subscription  
books, but never has been

and never will be done in  
case of a novel. That makes  
its own market. The author  
"works up" the sale, not the pub-  
lisher. I do not mean to say  
that advertising, binding, &c.  
may not aid a sale and  
may sometimes carry a book  
over the line <sup>between</sup> of profit and loss.

But no publisher can "work  
up" a sale for a novel that  
hasn't got the "go" inside its

covers; and I must say, too,  
that I have never heard of a  
publisher who would do any  
considerable "working up" until  
he saw the clear evidences  
of inherent "go".

In this case there were none  
of these questions. A profitable  
sale is already assured. You  
know that you will get  
back every dollar you may  
put into it with a profit. Why

Should you ask the copyrighter whose profit ~~now~~ is sure to be less than yours to repay your investment?

The simple question is whether you care to make what profit there is to be ~~now~~ on it in five years or not? The bulk of this profit will be made in the first two years and the entire value of your work will be exhausted before the five years are up. In fact, the

chief sale should be made this  
summer and if it is properly  
"worked" this year's sales will  
~~be equal to~~ <sup>be fully equal</sup> those of the next ten.

Of course, the need of these un-  
feated arguments discourages me  
somewhat. Either we misun-  
derstand each other or we should  
should require an adjournment  
of the resurrection to meet the un-  
merous questions arising in  
the course of publication.

~~I should inform~~ I my daughter  
had seen  
of your cautious intimation that  
her ~~work~~ <sup>pen work</sup> would need to be "re-  
driven", these negotiations would  
come to a very abrupt con-  
clusion. She is not an amateur  
and my knowledge of illustra-  
tion as you may recall, is not  
a limited one. Of course, ~~the~~ her work  
in the Inter-Beeman does not show  
at its full value because with  
such rapid press-work, the back-  
ground and all relief, have to



be eliminated.

~~They would~~ She would better modify them ~~as~~ as to run in on the pages and have the plates made by the ~~best~~ <sup>best</sup> type ~~company~~ in Philadelphia where she can attend to their being finished ~~on the spot~~. This will save both time and expense, since she can ~~make them~~ look after the proofs every day and keep them at their work. Having worked with Miss Emily Sartain for several years she is no novice in such matters.

Can you not direct yourself of the idea that because a copy righter is willing to dispense ~~only~~ <sup>not doing any one one interest =</sup> of a particular interest she is ~~some how trying to cheat~~ <sup>not doing of the entire interest.</sup> ~~the publishers~~ <sup>In this case you are</sup> ~~question is whether you want the particular one~~ offered —

- 1 - Manuscript by one author of ~~the~~ established reputation.
- 2 - Illustrations gratis by his daughter.
- 3 - The sole right of publication for five years at a specific royalty.

Does this fact entitle you to agree? Is not the question simply, "Is there a profit in this offer?" If not, pray do not consider it. The simple truth is

that the fact one offers to sell  
a horse check does not entitle  
the buyer to demand that the  
~~cost~~ harness be thrown in on  
the same terms.

Yours respectfully,

Albin W. George

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