

Letter from A.P. Watt to S.R. Crockett

6th June 1910

Mr. Harold Paget of New York, has written to me to suggest that we might allow him to "syndicate" some of your work amongst a group of newspapers in the USA with the Editors of which he is in touch.

Mr. Paget's proposal refers only to those stories of which we have sold the first American serial rights and have retained the 2nd serial rights in our own hands, or to those stories of which we have been unable to sell the American serial rights in the usual quarters. He writes:-

"It is an expensive matter to send out 20 or 30 copies of a book or story and keep them continually circulating, getting only a small percentage of returns, but if this kind of business is done properly it can become a very solid source of income."

Mr Paget proposes to remit to us 75% of the proceeds of any sales he can make which is, in my experience, 25% more than is usually received from other American firms engaged in this syndicating business, and we should of course charge our usual commission on what we receive from him.

Subject to your approval I propose to ask Mr. Paget to syndicate your story "Rosemary for Remembrance" and I think you'll agree that if we can get anything (more) out of this story by this new method it will be very satisfactory and so much found money to all concerned.

Do you agree?

P.S. As you are aware Mr. Paget acts in certain matters as our Agent in America and I have every confidence in him and in his methods, but the "syndicating" referred to above is, of course, a private concern of his own, and in this matter we are dealing with him on your behalf just as we would deal with Messrs. Tillotson of Boston, Messrs. McClure of New York, or any other person or firm doing that particular kind of business.

Although before it was published in this country we offered the American serial rights of the above mentioned story in quite a number of likely quarters, we were unsuccessful in selling it.

Watt