

A.P. Watt etc

Hastings House etc

to Messrs Harper Brothers

September 7th 1894

Dear Sirs,

I duly received Messrs. Osgood, McIlvaine & Co.'s letter of the 21st ultimo enclosing proofs of a notice of Mr. Crockett's "The Raiders" which I understand you are to publish in an early number of "Harper's Magazine". I of course sent this on at once to Mr. Crockett, who was much pleased at Mr. Lawrence Hutton's appreciation of his work.

Mr. Crockett desires me to thank you for your very kind offer to consider any short stories which he might think suitable for serial publication in "Harper's Magazine". At present he has no such manuscripts which he could offer you, and the work which he has still to do on his new serial to run through "Good Words" next year, is not likely to leave him any time for other work for some few months to come. As you have been good enough to express such interest in Mr. Crockett's work it occurred both to him and to me that it was possible you might care to consider the offer of the serial which he proposes to write for publication during the year /96 or /97, so that in the event of your accepting both this story and the one which I recently offered you by Mrs. Clifford, you will have a good margin of time in which to arrange that the two books do not clash, should you care to use them both simultaneously.

Mr. Crockett's work (and more particularly "The Raiders") has now - as you are probably aware - placed him in this country quite in the front rank of authors of fiction with J.M. Barrie, R.L. Stevenson, Conan Doyle, Rudyard Kipling, and Stanley Weyman. His first book "The Stickit Minister" was very successful both here, in the Colonies and in America, but "The Raiders" has had quite a phenomenal sale. Some time ago I had a note from Mr. Crockett telling me that the Publishers had sold over 20,000 copies at 6/- in this country. These figures of course do not take any account of the sales in the Colonies nor the sales in America, where the book is published by Messrs. Macmillan & Co., and is, I understand, now in a third edition. At any rate, Messrs. Macmillan are so pleased with the results of the publication of the book, that they have intimated to me they would be glad to buy Mr. Crockett's next book, and to make an arrangement very advantageous to him. Mr. Crockett has already sketched out a rough outline of his new story to which he at present intends to give the title of "The Grey Man of Auchindrane". It will be somewhat after the style of his at present most popular book "The Raiders" and will run in all to about 120,000 words. I take pleasure in herewith enclosing a few notes on the story which Mr. Crockett has at my suggestion kindly put on paper. From these notes you will, I think, gather that the story will be one full of interest and likely to prove attractive to the many thousands of readers of your Magazine both on this side and in America.

I should be glad to sell you the entire and exclusive serial rights in this new story, for use in "Harper's Magazine" here and in America for the sum of £1000 (one thousand pounds). In the event of your accepting this offer of the serial rights I should also be glad to place the sale of the story in book form in the United States in your hands, and for this Mr. Crockett would want the sum of £200 (two hundred pounds) on account of a 15% royalty; the agreement to be in the first instance for five years. Should you decide to accept my offer you could, I think - if you wished to do so - begin the serial publication in "Harper's Magazine" in the early part of 96. Mr. Crockett informs me that he could begin to deliver the 'copy' in February next and could let you have the whole probably by the end of June. K

Kindly let me have your views on this matter by return, and

Believe me,

Yours very sincerely,

A.S. Watt

P.S. An important point regarding the above mentioned story is, that Mr. Crockett informs me that there will be very little dialect in the book save in a few humorous passages, so that it would do well for English readers.

The enclosed paragraph from a recent number of the "British Weekly" will interest you. The figures given are fairly correct. I should, however, be inclined to place Mr. Crockett third in the list, next to Mr. Haggard and Mr Barrie.

2 enclosures