

Letter from Dodd Mead & Co. to A.P. Watt & Son
New York

New York
December 11 1903
AP Watt and son

Dear Sirs

A question has come up of some remainder sales of Mr Crockett's Cinderella, Bessant's o other way and Merriman's Isle of unrest. We have an overstock of these books and are offered a price less than cost for them. The sale of these books has become nominal and we think that the circulation of these copies will rather help than hinder the future of the books but we seem to have no regular contract for these three books containing your initial usual clause permitting us to sell remainders at or below cost. The agreements appear to have remained in the shape of correspondence and the usual formal agreements never have never to have been passed. To avoid any possibility of misunderstanding we should like you to assent to the operation of the usual clause in the case of these three books. e should dispose of the quantities given on the enclosed slip.

The books must sooner or later be sold in this way. It was evidently expected that the regular agreement should be signed which would give us the right to make these sales but since it has not been we feel sure that you will not for that reason stand in the way of our availing ourselves of this opportunity

yours very truly

Dodd mead

please answer this letter by return. as an immediate decision is demanded.

[rdj notes 2500 copies of Cinderella]