

Messrs. Osgood, McIlrairie & Co.
45 Albemarle Street, W.
24th October 1896
Dear Sirs,

I write to acknowledge receipt of Messrs. Harper & Bros. letter of 2nd inst. and your letter of the 22nd inst.

I have now had an opportunity of placing before Mr. Crockett the offer which Messrs. Harper & Bros. have been good enough to make for the rights of the story which he is to publish serially in this country in the "Graphic" in the first half of the year 1898, and I have the pleasure of informing you that with one slight modification Mr. Crockett has authorised me to accept their proposal. I note that Messrs. Harper & Bros. write that they would be pleased to arrange for the exclusive serial and book rights of the story in the United States and Canada, upon the same terms as those arranged for "The Grey Man". On referring, however, to the agreement covering the American Book Rights of "The Grey Man" Mr Crockett is in some doubt as to whether that document makes it perfectly clear that he is only dealing with the exclusive book rights of the story, and that he wishes to consider that the right to dramatise the story is in his own hands. I shall be glad to hear that this is your understanding of the agreement regarding "The Grey Man", but whether it is so or not Mr. Crockett wishes it clearly understood that he reserves the right to dramatise the new story. While accepting your proposal with this slight modification, Mr. Crockett desires me to say that he is considerably disappointed that you should not have felt yourselves able to take the view that he is entitled, with his greatly increasing popularity, to expect some small increase in his royalties, a view of the matter which has been readily accepted by all his other publishers both here and in America. Mr. Crockett also desires me to say that Messrs. Harper & Bros. are the only publishers who now think it necessary to suggest that he should pay for corrections.

With regard to "Lad's Love", as the American rights of the volume in which Mr. Crockett, as at present arranged, intends to publish this story, have already been disposed of he regrets very much being unable to accept Messrs. Harper & Bros. suggestion that he should agree to their having the subsequent book rights. He trusts, however, that as in the case of the long story above mentioned he has consented to take from them lower royalties than he is in the habit of now receiving from any other American publisher with whom he has dealings, that they will, on further consideration, see that their waive to waive the stipulation that they should have the book rights of this comparatively short story, as a condition of their accepting the serial use.

I presume that you will at once cable Messrs. Harper & Bros. I trust that they will kindly favour us with their final decision by cable also. In the event of their declining to meet Mr. Crockett in the matter of "Lad's Love" we should of course wish to have as much time as possible in which to make arrangements for the publication of the story in some other quarter.

I am yours very sincerely,

A.P. Watt

[Watt to Bliss]

A.P.Watt Hastings House
Literary Agency etc.

L.H. Bliss Esq.
Messrs. Bliss, Sands & Co.