

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

27th June 1903  
S.R.Crockett Esq.  
c/o Banque Munroe et Cie  
7 Rue Scribe  
Paris

Dear Crockett,

I am just in receipt of a letter from Messrs. Doubleday Page in which they write as follows:-

“We are planning a new method of distribution of the set of cheap copyright novels in which the following books have been issued:

Crockett's “Black Douglas” and “Isle of the Winds.”

As you will remember, there was a special agreement with the author that this cheap cloth bound edition should bear a royalty of only 5 cents a copy, which, as you know, has resulted in a fair sale to a new market. We shall continue this method of selling - chiefly to department stores but we now wish to try in addition the plan of selling the books in sets by subscription, through agents, on instalments, in the hope of getting a market, so far as we know, never reached before by recent fiction!

We do not like to try this new plan without getting the approval of the authors, as to make it successful we must not pay more than the agreed royalty of 5 cents a copy, because of the increased expenses of the method (commissions to agents, cost of small collections etc). Of course, we need hardly say that this does not affect our former contracts, and that any copies of the regular \$1.50 edition sold through the trade will bear the lower rate and all royalty.”

Kindly let me know if you are willing to accept the proposal and

Believe me

Yours sincerely

A.S.Watt