

Letter from A.P. Watt to Rev. W. Robertson Nicoll
Hastings House

March 23rd 1900
The Rev. W. Robertson Nicoll L.L.D.
Bay Tree Lodge
Frognaal
Hampstead N.W.

Dear Nicoll,

I have the pleasure of informing you that I am now authorised by Mr. S.R. Crockett to confirm the arrangement regarding the publication of "Grey Galloway" which you and I discussed when I had the pleasure of seeing you at Frognaal on Friday last. Under these circumstances I now take this opportunity of putting formally on record the terms of the arrangement between us. They are:-

- 1) That Messrs. Hodder & Stoughton purchase the British and Colonial book rights of a new book to be written by Mr. S.R. Crockett under the title, as at present arranged, of "Grey Galloway".
- 2) That for the above-mentioned rights they are to pay to us acting as Agents for Mr. S.R. Crockett on the date on which they first published the said book, the sum of £100 in advance and on account of the following royalties:- On the de luxe edition, to consist of 750 copies at a nominal selling price of One guinea a copy, a loyalty of five shillings on all copies sold, and on the 6 shilling edition, presumably to be issued shortly after the publication of the de luxe edition, a royalty of 15% of the nominal selling price on all copies sold up to the number of two thousand copies; a royalty of 20% of the nominal selling price on all copies sold over and above the first two thousand and up to five thousand, and a royalty of 25% of the nominal selling price on all copies sold over and above first five thousand copies.
- 3) It is also a part of the arrangement that Messrs. Hodder & Stoughton give Mr Joseph Pennell a commission to do fifty drawings for the book, and that for the use of these drawings in all editions of the book you are to pay Mr Pennell the sum of £250 and in addition £50 pounds towards his expenses, that is £300 in all, or £6 a drawing. It is further provided that Messrs. Hodder & Stoughton shall pay for the said drawings on the receipt of the originals. I understand that Mr. Pennell is to do his drawings during this summer and early autumn and that Mr. Crockett will complete the manuscript of the book sometime between this and July next year. Under these circumstances you will doubtless arrange to publish during the autumn of next year.

I shall be glad to have a line from you confirming the above.

With kind regards,
Believe me, dear Nicoll,

Yours sincerely, APW

P.S.

You will be interested to know that at Mr. Crockett's request I recently offered the United States book rights of "Grey Galloway" to Messrs. Doubleday & McClure Co., and presuming you would wish me to do so I made it a condition of their getting the book that they should purchase the use of Pennell's drawings, paying you one half of the cost, that is £150. I will let you know the result of my negotiations in due course.

