

Southern Publishing Association

OF SEVENTH-DAY ADVENTISTS

2119-2123 24TH AVE. NORTH

NASHVILLE, TENNESSEE

ADDRESS THE HOUSE, NOT INDIVIDUALS

BRANCH HOUSES
FORT WORTH, TEXAS
ATLANTA, GEORGIA

CABLE ADDRESS
"WATCHMAN" NASHVILLE

R. HOOK JR., TREAS. AND GENL. MGR.

March 13, 1913.

J. E. White,
Marshall, Mich.

Dear Brother:-

Your favor of the 10th inst. is received. We note what you say regarding our letter to you stating our need for a new set of plates on "Best Stories." You state further that you do not find a specific order and "according to our agreement on 'Best Stories', I am to maintain the pattern plates and supply duplicates at cost." Further on in your letter you say "I am also returning bill of January 22 for corrections. There are \$6.00 charged to me for corrections on 'Best Stories' plates. Kindly give credit memorandum for this as according to our agreement the work of maintaining plates of 'Best stories' belongs to your house. Sometime ago I wrote you asking for a copy of that agreement, but have not been able to obtain it so far;"

Now Brother White, we have gone into this matter very carefully in an effort to unearth the agreement to which you refer and we find under date of April 24, 1911, you wrote us as follows:-

"I have considered carefully the different propositions in regard to publishing and handling the juvenile books, 'Best Stories' 'Gospel Primer,' and 'New Testament Primer.' I have listened to your proposition in regard to royalties and am prepared to accept it almost entire but in order to place it in proper form, I will make the following proposition based upon, and subject to, your obtaining the exclusive right to publish my juvenile books in the United States.

Publishers of the Watchman (Magazine), monthly; Bibles, Religious, Juvenile and Health Books

J. E. W. -2.

"I will accept a royalty of $4\frac{1}{2}\%$ based upon the price of the different bindings of the books, under the following conditions:

"First--The paper cover of 'Best Stories' shall be entirely discontinued.

"Second--I will order from the Review and Herald, to be shipped to you, freight at your expense, the sets of plates which they now have on 'Best Stories' and 'New Testament Primer.'

"Third,- I will, as soon as possible, make new plates for the worn pages of 'Gospel Primer' so that this shall be placed in good workable condition.

"Fourth--I will maintain a set of pattern plates on all these three books from which duplicates can be taken for your office at the expense to you of electrotyping, the Southern Publishing Association to maintain the press plates in good working condition, and shall whenever occasion occurs cause to be made from my pattern plates such plates as may be necessary to keep the work upon said books up to a high standard, except in case that I as author shall make such changes as shall render necessary a partial or full set of new plates, in which case said plates shall be furnished to said Southern Publishing Association at my expense.

"Fifth--This whole proposition is made with the understanding that the Southern Publishing Association shall supply the other publishing houses at the regular rate of 70% discount, on the same basis as on other books, and that the books shall be given a proper handling and circulation.

"Sixth--That having met the initial expense, my rights in these books shall be respected by the Publishing House and that no changes shall be made in either the style of the books, or the wholesale or retail prices except by mutual understanding and agreement, and that in consideration of the expense incurred by the said Southern Publishing Association in especially preparing for this line of work, and in further consideration of the responsibility assumed by the Southern Publishing Association in maintaining in good working condition the said plates and renewing these whenever necessary, except as hereinbefore mentioned, the said plates shall be the property of the said Southern Publishing Association as shall also any full or partial set of plates which may at any time be rendered necessary by changes in illustrations, or in the text of all or of either of said books by said author, J. E. White!"

This is the proposition which you evidently are under the impression is in force at this time, and had this proposition been carried out and accepted by all concerned, ^{which it was not} we would of course have been under obligations to keep the plates in good order but at a later meeting "it was moved and supported that we offer J. E. White a flat rate royalty of 5% on his juvenile books, this rate to be based on the board binding in place of the contract rate which has been proposed."

Then a few days later the Board met and gave further consideration to the matter. At that time our minutes divulge the

J.E.W.-3.

fact that it was the mind of the Board"that Brother White should be asked to accept the flat rate of 5% proposed by the S. P. A. Board at a previous meeting and that in case he decline, the S. P. A. should recognize only the rate recommended by the General Conference.

Under date of June 1, 1911, you wrote us a seventeen page letter and as we are very busy it would hardly be fair to ask our stenographer to write this communication entire, so we are going to quote from the paragraphs which refer to the questions under consideration. In this letter you state,- "Now, I have concluded not to dictate as to what position shall be taken with this book but I shall have three propositions to make.

"First: That the royalty upon this book shall maintain at 6% according to the retail price in view of the action taken by your Board; by which action I went into an expense of between \$500. and \$600 in order to meet the approbation of your Board. I shall ask that by both this office and the Review and Herald this agreement shall be carried out until the obligation against this book, as held by Brother Callahan of College View, Nebraska, be met. After that is accomplished, I am willing to accept the same royalty as will be paid upon my other juvenile books.

"Second: That, in order to bring this book on the same basis of the other juvenile books, the extra expense I went to in changing over the book be met, or at least a good part of it, and then let the book stand with the others. If this is decided upon, I will not ask any cash payment but will let it go on my account at the publishing house. As to the amount that I should receive in this way, I am not prepared to say at present, but certainly if this plan is adopted, I am entitled to some compensation for the expense that I incurred.

"Third: If your Board refuses both of the aforementioned propositions, then go right ahead with the book on the same basis that is arranged for the other books with the understanding that I shall appeal the case to the full Board of the Southern Publishing Association.

"Now, in regard to my other juvenile books, I am willing to accept the proposition of the publishing house for a straight flat royalty of 5%, although, to be frank with you, it is not a proposition equal to 4½% on the styles of binding. The Review & Herald and the Pacific Press sell more cloth 'Best Stories' than they do of board. This new rate will cut down my income considerably and it seems to be a fact that every new proposition that is made is such as results in cutting down my income; but I want to be in harmony with the publishing house so far as I can and so I will accept this rate,-expecting that the time will come that the offices will see that they are making a mistake and will be more liberal in sharing a fair proportion of the profits with the author."

J.E.W.-4.

Later the Board at a meeting held June 7 took the following action:-

"That we accept the third proposition submitted by J. E. White in his communication to the Board previously mentioned."

Now, Brother White, the only arrangement which we have with you is as outlined in your third proposition in your letter dated June 1, 1911, which is a 5 % flat royalty, and surely you would not ask the Southern Publishing Association to keep up a set of plates on any of these books when we are already paying you both author's and initial expense royalties. If we keep up the plates, we must, of course, in all equity have the royalties for the plates and so we trust you will proceed to have the plates made for "Best Stories" as per our letter of the 7th inst. and have them sent to us at your earliest convenience.

We are expecting to run another edition and shall be seriously handicapped if the plates are not forthcoming as quickly as possible. In view of the arrangements which we have with you we are returning our bill of January 22 and feel sure that you will recognize the justice of our position and pass it to our credit.

For your information will quote from paragraphs 37 and 38 of the Publishing Department leaflet.-

"That on juvenile books authors be requested to accept a flat rate royalty of 3 % based on the retail price of the board binding.

"That authors who have already borne the initial expense be paid $1\frac{1}{2}$ % of the retail price of the board binding until said initial expense is covered, then payments on this account are to cease."

Now, Brother White, we do not wish to be unfair or ask of you anything that is not just or right. We are making every effort consistent with good business judgment to push your books and give them publicity. Everything is being done that can be done to give

J.E.W.-5.

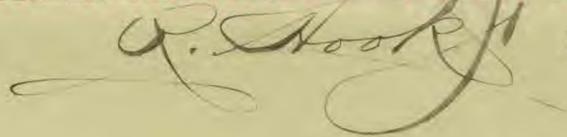
them a large circulation. We expect to continue to do this. We have no desire to antagonize you in the least but we do want to stay close to our agreements and in every way where we have had a positive understanding with you regarding business matters, we believe we are living up to our agreements in every particular.

Of course, we are always willing to have our mistakes pointed out and if you can show us that we are wrong in any particular or can produce contracts to the contrary of what we state, we shall be glad to hear from you and they will be given attention, I am sure.

Hoping you are well and that you will begin work on the new plates for "Best Stories" at an early date, we are,

Yours in the Master's service,

SOUTHERN PUBLISHING ASSOCIATION,



Gen'l. Mgr.

RH. W.