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OW/LM

EDITORIAL DEPARTMENT

L. MARQUARD, *Manager*

8/12/59

Mr A. Paton,
23 Lynton Road,
KLOOF,
Natal.

LIFE OF HOFMEYR

Dear Alan,

I promised to let you have a record of our discussion last week. First of all, it was good to see you and Dorrie again.

The points made were as follows:

1. We have opened negotiations on your behalf with Scribners on the basis
 - (a) that we retain the British and Commonwealth markets and they have the U.S.A. and dependencies, and the rest is an open market.
 - (b) we handle all translation and subsidiary rights everywhere except in the U.S.A. and dependencies.
 - (c) since we are negotiating with Scribners you should not write to them direct since that might only confuse issues.
 - (d) we shall not make a firm arrangement with Scribners without first consulting you.
 - (e) once we have come to an arrangement with Scribners you will have a separate royalty agreement with them.

2. You said you hoped to have the MS complete by May. If it is at all possible I should be very glad if you send me three copies. We shall need two anyway - one

(2)

us to send to Scribners and one for me to prepare for the press. The third copy, though not absolutely essential, would be very useful to send to Mr Brown in London.

3. Regarding the possible Afrikaans translation I suggest you should ask Die Nasionale Boekhandel to get into touch with me.

4. The book will be produced here and the Oxford University Press in London will then either buy sheets from us to be printed in London or they will take bound copies. We shall supply through our branches, all the Commonwealth countries except India and Pakistan since they cannot import from South Africa. London will supply them.

5. We offer you a royalty of 10% on the South African price on the first 4,000 copies sold and, therefore, 12% on the South African published price. I forgot to mention that we also offer you an advance on royalty (should you want it) of £300, half on signature of the contract and half on publication.

I also forgot to mention that if we succeed in selling the translation rights you get two-thirds and we one-third of the proceeds. This does not, however, apply to the Afrikaans translation which we might negotiate; for that you would get the full amount.

I think that covers everything. If you agree please draw up a royalty agreement embodying these terms.

I am looking forward very much to seeing the draft chapters.

With kindest regards to you both,

Yours as ever,

Leo
(Murray)