

Oct. 5, 1938

Miss Mary B. Stewart,
The Sign of the Mermaid
Baltimore, Md.

Dear Miss Stewart:-

Your letter came several days ago with check enclosed for the sale of one of the photogravure prints. You did not keep sufficient commission. I have been meaning to write to you for some time regarding a change in commission. Up to July the commission on these prints has been one third, with the single prints selling for \$3.00 and the portfolio \$10.00. After consulting with several dealers in this state we agreed upon the following:- the price of the single prints to remain at \$3.00 and the portfolios to be raised to \$12.00 and the dealer to get 40%. This percentage to hold where the dealer will sell one portfolio to each two sets of single prints, otherwise the one third commission to remain. Will you credit yourself with \$5.00 on the next sale or more if you think you can sell one portfolio to the two sets.

I enclose a little leaflet which was gotten up to advertise a little book I published of this region. There are several clippings re-printed in this which may give you any information you desire.

I hope that the coming Christmas season will
make some sales for you.

Thanking you for your interest, I am

Very truly yours,

BRO