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Literary Agents

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Dear Eliot:

I've had another session with Jack. He says he will go up to 10% if any reprinting can be done in lots of 10,000 or more--if less in quantity then costs go up. He admits there was an escalating clause in the African work but they all feel they can make fairly substantial sales abroad so their first printing can be quite large and the Book of the Month is going to take a batch. The bird book is a less certain affair abroad so they won't^T be doing as large a first printing and feels \$2.25 a copy is as high as he can go for the start--and if their caution is misplaced then they can make the larger reprinting.

As for color he doesn't^T want to guarantee more than 41^h—though he will hope to use more if costs permit. He points out he only guaranteed to do 48 for the African work but hoped to use 60 if costs permitted and he says they are using 60 or more and that he would himself wish to use as much color as he can.

He will go to \$15,000 advance--but wants to pay May 1, August 1 and October 1. Would this be OK? All publishers are watching their commitments carefully these days--their own collections from bookstores are slow.

If all this seems suitable let me know and I'll have the contracts started --and if you come East save a lunch date for me

yours

Diarmuid