

RUSSELL & VOLKENING, Inc.

*Literary Agents*

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NEW YORK, N. Y. 10017

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DIARMUID RUSSELL  
HENRY VOLKENING

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Dear Eliot:

How you please me. The Digest operation and others of the same sort I think are wretched deals for authors--but you must remember I'm an agent and not a principal and the principal may wish to get a large slab of money, no matter that overall the terms are not good. And they are not. They depend on getting a well-known writer whose name carries weight so that direct mail operations can use the name--and the flat fee works out as a very small royalty. I did ask the R.D. people if they were willing to make the flat fee dependent on it's being for so many copies, other printings to be based on the same rate, and got a rather weasely answer. I don't like any of these operations, R.D., Time or American Heritage. They work because they offer quick cash in fairly large amounts and this is attractive to people in want. I would be very happy to have you authorize me to say NO--which I can put in some polite way.

The letter from the Japanese gentleman I've passed on to Sierra--it's their affair, as you can see by the enclosed small cheque, their right under the contract to deal with this, as would be the case with any publisher.

yours

*Diarmuid*