



## Longmans, Green & Co. Limited

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C/JMW

12 March, 1964

Mr. Manuel Rojas,  
1050 Ferry Street, Apt. 403,  
Eugene,  
Oregon,  
U.S.A.

Dear Mr. Rojas,

EL VASO DE LECHE and EL DELIQUENTE

Thank you so much for your letter of 8th March in which you kindly gave us permission to use 150 words from EL VASO DE LECHE in Timms: MODERN SPANISH PROSE. I am afraid that when you wrote to us, you had not yet received our letter asking also to use 150 words from EL DELIQUENTE; I do hope that you will be good enough to allow us to use this as well.

Dear Mr. Rojas, our company is rich, but not that rich. We should be most grateful if you could reconsider the copyright fee you suggest; while we certainly do not expect to get something for nothing, we simply cannot afford to pay \$50.00 for 150 words. Please consider the following points:

(1) Our book is a textbook which will be sold only to schools, and therefore at a price as low as possible. We do not hope or plan to make a great profit by its publication.

(2) Even supposing that you will be so kind as to permit us to use the extract from EL DELIQUENTE, the total number of words we wish to include is 300. Among British and American publishers, the standard rate for this amount of material would be \$5.00. The fee you request is 10 times that amount. We will be happy to double our normal fee; that is, to pay you \$10.00; but I am afraid that \$50.00 is out of the question.

Cont/...

Please believe that I am very sorry to have to quibble about this question of money. For myself, I should be happy to pay \$50.00; but the people who decide about these things have said that so high a fee is impossible. Publishing, like everything else, is very expensive.

I look forward to hearing from you about this matter, and hope that you will be able to accept a lower fee. As the production of our book is now very urgent, I should appreciate a reply at your earliest possible convenience.

With all best wishes, I remain,

Yours sincerely,

*Jay Williams*

CELICH *Jay Williams*  
Centro de Estudios de Literatura Chilena  
Copyright Department

Sucesión Manuel Rojas