## FABER MUSIC LIMIT

3 Queen Square, London WCIN 3AU Fabbaf London WCI TEL. 01-278 6881

Donald Mitchell, Chairman, P. F. du Sautoy, C.B.E., Vice-Chairman Martin Kingsbury, Managing Director Roderick Biss (New Zealand), Piers Hembry, Giles de la Mare, A. T. G. Pocock, O.B.E., J. D. F. Nichols, Secretary

10th May 1977

Mr. Solon Michaelides, Hon. General Director, Salonica State Orchestra, 14-16 Neofytou Metaxa Street, Athens 109, Greece

Dear Mr. Michaelides,

I'm delighted that we've been able to settle our arrangements for A DICTIONARY OF ANCIENT GREEK MUSIC and I'm now setting them out in detail so that everything is precise and clear. Our arrangements will be as follows:

- You (SM) will supply A DICTIONARY OF ANCIENT GREEK MUSIC on consignment to Faber Music and will receive from Faber Music 35% of the retail price on all copies sold, except as provided in clause 11 below.
- Prior to publication Faber Music will agree with SM the number of review copies and other gratis copies to be made available, no commission on review and other gratis copies to be payable to SM.
- Faber Music will sell the book on SM's behalf with the exclusive rights throughout the world except for Greece and Cyprus.
- The cost of all pamphlets relating to the book, will be borne equally by Faber Music and SM, all other general promotional costs to be borne by Faber Music.
- Faber Music agree to supply copies to SM at his request, free of charge other than postage, if he should require them. Faber Music shall receive no commission on copies so ordered.
- Faber Music will receive finished copies of the book at least eight weeks prior to publication, the date of which will be subject to mutual agreement. A minimum of 350 finished jackets of the book will be sent to Faber Music 12 weeks before publication.
- Although SM will retain the editorial control of the book, he will submit the jacket proofs and page proofs of the complete book in advance to Faber Music for their suggestions.
- The copyright in the book rests with SM. Any requests regarding copyright will be referred to SM, who will deal with them.
- The book will appear in England under the following imprint: 'Faber and Faber Limited in association with Faber Music Limited'.
- 10. Accounts will be made up by Faber Music on 1st April and 1st September of each year for all sales made during the previous six months which will be sent to SM together with all remittance due within sixty days of the above accounting dates. Within \* thirty days of publication, Faber Music will pay SM an advance amounting to 50% of the sum On copies sold to an American publisher at a discount of 55% or more of the

FABER MUSIC LIMITED

3 Queen Square, London WCIN 3AU

Fabbaf London wc1

TEL. 01-278 6881

Donald Mitchell, Chairman, P.F. du Sautoy, C.B.E., Vice-Chairman Martin Kingsbury, Managing Director Roderick Biss (New Zealand), Piers Hembry, Giles de la Mare, A. T. G. Pocock, O.B.E., J.D. F. Nichols, Secretary

Mr. Solon Michaelides.

10th May 1977

British published price, Faber Music will pay to SM 75% of net monies received by them. Arrangements for any other English-language editions of the book and for the sale by Faber Music of any subsidiary or sub-leased rights on SM's behalf shall be mutually agreed.

12. SM will consult Faber Music about the print=run for each English-language printing of the book and about the jackets in each case before giving the final print orders to the printers. The selling price of the book will be fixed by mutual agreement in each case.

I hope very much that this will have covered everything and that it will seem satisfactory, and, if it does, I should be grateful if you could sign the attached copy of the letter and return it to me.

With best wishes,

Yours sincerely,

lius maker

Giles de la Mare

signed Solon Michaelide

date 2nd ... June 19.7%