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Mann, Erika

Bad Ragaz, 1963-05-05

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Erika Mann
Hotel Quellenhof
Bad Ragaz

May 5th 1963

Miss Kay Brown
Ashley-Steiner Inc.
555 Madison Avenue
New York 22

Dear Kay, -

splendid! Of course, I agree wholeheartedly to paragraphs 1 and 2 of your letter of April 29th. Let's just hope that Ferrer, too, will be agreeable.

As to § 3 I think I know enough of the financial situation and behaviour of German television stations as to doubt that they could and would possibly underwrite a part of the negative cost which might "vary between \$ 100 000 and \$300 000". These are amounts utterly alien to them and great indeed would be my surprise if any of them should actually consider any such thing. Let's assume however, - taking the middle road - that a German TV-station might actually pay as much as \$ 200 000. Now if - in a roundabout way - The Estate would get a flat payment of between 5% and 10% of that sum, this would amount to 10 000, respectively \$ 20'000. I give it as my opinion that the producer's gross from Germany would most likely amount to considerably more. Even so and as I told you before, I don't want to deal to become endangered on account of purely financial considerations. Let's wait and see: either the 100% producers gross will have finally to go into the contract or else a flat payment will have to be provided for which must under no circumstances be less than \$ 10'000.

If, on the other hand, Ferrer wants to share all of the producer's gross in Germany, Switzerland, and Austria on a 50/50 basis, we might, if you deem it highly advisable, even do without any flat payment at all, - except, of course, for the purchase price.

Re the "approval clause": fine!

Re my own employment on the script, I quite agree with Mr. Besch's suggestion. I am somewhat at a loss, though, as for the salary I should suggest. Originally, I thought \$ 1500 would not be too much to ask for. But then I so wish to keep costs down that I am now inclined to accept a mere \$ 1000. This, I feel is a very moderate request. But even this is only the "guidepost" you asked for, and if you don't like its character, please say so.

Right you are and that clipping regarding Mrs. Lowe-Porter has truly amazed me. Helen was such a close and beloved friend of Alfred Knopf's that I simply failed to understand how he could have announced her death so many months before it occurred. Strange new world.

I may be reached under the above address until May 22nd.

Subsequently, it'll be good old Kilchberg again.

Kindest regards.

Yours cordially,

XIII/1922

2.1.03

Per 7

