

Dec. 18. 1926.

Mr. Otto Mallery,
Philadelphia, Pa.

Dear Mr. Mallery:-

Your letter has just reached me, and I am pleased that you like my photographs. The prices of my prints varies from \$10.00 to \$50.00 depending on the kind of print and the difficulties of obtaining the original. All of my prints are made on either platinum or palladium paper. This paper is absolutely permanent and far more beautiful than the ordinary silver papers, and of course very much more expensive. My price on the print you mention "Sunrise on the Desert" is \$25.00. It is something I worked many years to obtain, and is a difficult print to make. The one you saw at the Library has been exhibited in the leading Photographic Exhibitions of this country and England. It was made in the southern part of the San Luis Valley in Colorado, or very near the New Mexico line.

I am enclosing a leaflet regarding a little book, I am recently put on the market. It might interest you. In it is a reproduction of "The Spirit of the Prairie" which is one of the prints of mine in the group at the Library in Washington.

And I am at work on a similar book of the Mesa Verde which will be out in the course of

the next few months.

I am sorry to disappoint you regarding prices, but few people realize the cost of such materials or the time required in making a satisfactory print.

I hope, however, that you will be interested in the little book. Half-tone reproductions of course cannot compare with originals, but the plates in this book are excellent and they have been very well printed.

Sincerely yours,