

Dec. 28, 1932.

Dr. Emory J. Brady,
Colorado Springs Psychopathic Hospital,
Colorado Springs, Colorado.

Dear Dr. Brady:-

Herewith I send you a complete resume of our negotiations regarding the booklet for your institution in order that we may both have a copy on file.

Following my first conversation with you in which I agreed to contract for the complete book I sent you on September 3rd a letter containing approximate estimates on a sixteen page booklet. At this time you definitely requested me to proceed with the work. On October 22nd I called upon you with prints for your selection and giving you the following estimate a copy of which you have on file. This estimate reads as follows:-

Oct. 22, 1932.

Estimate for the booklet for the Colo.
Springs Psychopathic Hospital.

Thirty two page booklet with 27 illustrations
printed on Dejonge Art Mat stock with
Fabriano single weight cover, halftones to
be printed with overlays-including eighteen new

halftone plates and original photographs- also
buckskin envelopes with printed return- complete
2500 copies

\$565.53

For Strathmore or Utopian Cover and envelopes
without printing deduct \$15.50 "

During our conversation you requested an item-
ization of this estimate of \$565.53 which I gave
you from memory at the time. According to the
pencil figures on my carbon copy of this estimate
this itemization was as follows:-

Photographs	\$150.00
18 halftones	126.00
printing	272.53
	<u>\$548.53</u>

The balance of \$17.00 I could not remember at the
time but on returning home to my estimates I found
that it was envelopes and I telephoned you to that
effect at once, to inform you of it.

While we were discussing this estimate we
figured out the cost per book and you agreed that
this estimate of \$565.53 was practically the same
as the cost of your old booklet and that for the
same figure you were getting a booklet twice the
size, printed on a much finer quality of paper
and with a greatly superior workmanship in addition
to the 17 new illustrations I had made for you.
You agreed to this estimate and expressed yourself
as completely satisfied. Following this you

added four additional pages to the booklet and one more illustration. Please remember that the photograph and hl and halftone plate of your office were accepted and then not used in the booklet. There were nineteen new plates made eighteen of which were from my photographs and the airplane picture at a cost of several dollars more than my estimate to you. In addition there were nine others, eight of your old ones and the one which I loaned you for the frontispiece. That you would question this pre-rata charge for the addition of the four extra pages and one plate in addition to my estimate for the thirty two pages I certainly did not anticipate. I billed it to you just as it was billed to me.

My fee of 10% of the printer's bill for all the many hours of work and judgement on such a job has been conceded by all my former customers as a very modest one for all the work entailed and the time saved to the customer. I hold the reputation of always giving more than value received. In my full bill of \$602.27 you have recieved a booklet that is an exceptional value for the quality of work and workmanship that you have received.

Your forcing me either to deduct my 10% fee or to sue you for the entire bill came as a complete shock as I had felt that our understanding of the whole undertaking had been thorough and agreeable.

Very truly yours,