

Sept. 8
1952.

Mr. Earl Vance,
Grand Imperial Hotel
Silverton
Colorado.

Dear Earl:-

Your letter with the enclosed checks came just as I was about to sit down to write. I am sorry to be so long but I just never seem to catch up.

I have been gathering post card information. It takes time both to write all the letters and to get the answers all in. The Dextone ~~Press~~ are the only printers who will print in small quantities and now they have gone up to a minimum of 3000. All the other companies I have heard from require a minimum of 10 to 12 thousand. Now the Dexter Press quotes " Quantity 3000 cards of one subject \$84. Deposit \$30. Bal GOD \$54. This does not state if this is \$84. per thousand or as I read it per 3000. I must verify this. I have two cards to have made for Canyon de Chelly and probably for Bishop's Lodge. Shipping weight to here is \$16. 14 per hundred and 3000 cards weigh 37 pounds.

On black & white, I shall be ordering reprints soon on some of my sets. Here there is a minimum of 26 subjects but they can be printed in 1000 quantities. On my sets of 5 cards in envelopes I can produce these to retail now at 35¢ per set; wholesale 20¢ per set. Cost of cards and envelopes have gone up to this extent. I think a black and white silverton set would be nice, but wouldn't it be better to get some winter ski things to include? I shall try to get up soon. We are just off on a Navaho trip. Due home about Sept. 25. We may come back Shiprock way and will try to make it to save two days to come home via Silverton.

Just shipping a rush order to the Texas Housing Co of hotel pictures.

Greetings and all good wishes,