

Feb. 14,
1954

Mr. Savoie Lottinville, Director
University of Oklahoma Press,
Faculty Exchange
Norman, Oklahoma.

Dear Mr. Lottinville:-

In many ways I was hesitant about sending you the dummy of my Navaho book without being present to tell or explain many things. However, I hope that I may follow in person, so that we may discuss a great many items; all of-course, subject to your consideration of doing the job at all.

I feel that I should give you at least some background of all this. I made many Navaho photographs as long ago as 1930. Some of this early work I have incorporated into this proposed volume. You will readily see my reason for this.

When I proposed this book to Duell, Sloan & Pearce in 1950 they were very eager for it. This was prior to their merger with Little, Brown. Everything has been progressing with interest and enthusiasm on the part of D.S.&P. In 1952 they saw all the material that was ready at that time, and plans have been on foot for publication this coming fall. When I sent in the dummy right after New Year's I was prepared to give my every effort to completing the whole thing by May first at the latest. The dummy went in for the purpose of decision as to the process of reproduction to be used, the type face and space available for the text, and in fact all details that could be settled now, so that it would be clear sailing from here on to the finish. To have the whole thing turned back to me in the face of four year old contract which called for ten or more pages that my present dummy contains, was certainly a bolt out the blue. I felt sure at the time and now I know that it is Little, Brown who are responsible for this. The reason as far as I can determine is that they do not see sufficient sale for this book. I did not know that contracts could be so lightly held. My relationship the Cap Pearce and Charles Duell have been the finest possible and I do not wish to create any discord if I can help it. But it has certainly left me high and dry with some \$5000. invested in this book to date to say nothing of a great deal of very hard work.

I have ofcourse discussed with a number of people in this region the possible salability of this book. We all seem to agree that the Little Brown and D.S. & P. are just not aware of the rapidly growing interest in the Navaho.

On the 28th of this month I am to do a program on KOBTV on photography in the Southwest. The Sears were here yesterday to make plans for it and we are going to include a lot of this Navaho material. While I am in Albuquerque I shall see John Adair, show him my duplicate dummy and get his reaction to the whole thing. And above all his criticism which I value highly. I want to build the last section into a positive forward looking end, which I feel so strongly is in the wind. The Navaho are an amazing people and at present are going forward by leaps and bounds. Because of this up set over the book, I missed being at Window Rock when the Council was televised for Ed. Murrow's "See it Now". I regret this deeply. I might have gotten something very interesting. Be that as it may, I am prepared to complete this book just as quickly as possible.

As yet I have not told you that I have this whole thing in color as well as black and white. My reason, that I am preapred to go on the road if need be with a lecture. I know, too that this can greatly promote the sale of a book. These slides are standard lantern size, not 35mm. I have just perfected a technique whereby I can duplicate transparencies, enlarge or reduce then, and in some instances improve the color if correction is needed. I have many things (Navaho) in 4x5 as well as 2 $\frac{1}{2}$ x3 $\frac{1}{2}$. Some of the 4x5s I want in the smaller size, some of the smaller I must try to sell and need a duplicate for that purpose. I am making these up to 4x5 and can go larger if necessary.

As to the text part of the Navaho book, it will not take me too long to whip that into shape once the text space is generally decided upon. It seems strange to send you the dummy without a text, but this is primarily a photographic book and the reproduction of the prints is the most vital question.

Hoping that I may have the pleasure of a visit to your distinguished Press which I hold in high esteem, I am

Very sincerely yours,