

MAY/JUNE 1959

Mr. J. Edward Davis,
U.S. Department of Interior
Indian Arts & Crafts Board,
Washington 25, D.C.

Dear Mr. Davis:-

Your letter of the 21st, reached me Saturday. I regret that there has been so much confusion over this job of photographing the True & False exhibit. In view of the fact that Mr. Long has left perhaps I had better give you a complete review of this job.

Mr. Long telephoned me sometime in January regarding photographing in color the exhibit of Indian Craft being installed in the Hall of Ethnology at the Museum of New Mexico. Over the phone he told me briefly what it was and I made him a price of \$50. The first conversation was for a color transparency. Then I suggested doing the job by the new color negative process which he approved telling me that you would probably want some duplicate prints but that primarily the job was for reproduction. I went down to the Museum the next evening and found the exhibit not complete but he wanted the photograph made before the glass was installed which the Museum was just ready to do. I also found decided obstacles. The only electrical outlet was about twelve feet up above the entrance door. We got a long ladder so that I could get an extension cord installed. However this reduced me to only two lights for a large area to be illuminated. I made several exposures of long duration and manipulating the lights to cover the whole area. There was delay in processing. Then the laboratory to which the negative was sent returned it as too underexposed to yield a satisfactory print. All this took several weeks, too long. Then on March 8th I remade the photograph. This time I found a great deal of material which had not yet been installed in the exhibit the first time. Much of it was below the guard rail. So by working from a table I was able to get the whole exhibit. But to include the whole thing in one view made the individual detail so small that I also made it in two sections. I made Ektachrome color transparencies, black and white negatives, and also a set of Ektacolor negatives. I processed the transparencies myself and sent them in at once.

On this second time, the exhibit lighting was in place which it was not the first time, and I was able to put my special color bulbs in the exhibit reflectors which gave sufficient illumination. I sent the transparencies to Mr. Long on March 9th together with some black and white prints. The color negatives we processed a short while later, and then sent to the Laboratory for prints. However, I sent only the pair of the two views as the one of the whole exhibit seemed useless because of the minute size of the objects.

The prints were sent to Mr. Long in April. I would have thought that they had had plenty of time to reach him before you went to Gallup. They have never been returned, so I assume that they are either in his office or have been lost in the mail. If Mr. Long wrote to purchase order up as including the negative it was a misunderstanding, for I agreed to a print only. Instead of sending you one print, I sent a pair, one of each half of the Exhibit as best representing the material on view. As it all stands now, the job has cost me over \$50. This is certainly in part my fault as I made a "blind" estimate over the telephone and Mr. Long assured me that the exhibit was or rather would be ready the next evening. I should not have made an estimate until I had seen just what the job entailed.

So as it now stands I have sent the following in to Mr. Long's Office.

3 4x5 color transparencies.
2 8x10 color prints
2 8x10 black & white prints (courtesy, no chg.)

My regular rate of 4x5 color transparencies is \$25. ea. On color prints, \$50. for the first print and \$15. on duplicate prints. That does not include the negative for making the print, that is the property of the photographer. If Mr. Long said that I was sending the negative, I fear he was confusing the negative with a positive transparency. I know you will find this the way most photographers operate.

I sincerely hope that this explains the whole job satisfactorily. My one regret is that there was so long a time lost between the first effort and the retake. I see now that I should have waited to do anything until the exhibit had been completely installed, but Mr. Long wanted me to get it before the guard rails were put in.

Please let me know if the prints (color prints) have been recied by now. If they are lost I will have to have a new set made.

Very sincerely yours,