

barthold fles

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Dear Laura Gilpin:

Silone
How does one answer a letter like yours of January 15th? After thirty years as a literary agent I ^{then} naturally placed a number of books by a number of writers, many of them well known. I might mention Joseph Wood Krutch, Heinrich Mann, Theodore Reik, Ignazio Silone, Waldo Frank, Manuel Komroff, Guy Endore and besides the people you know; but if you are worried why don't you just ask any publisher whom you happen to know of. I don't make contracts with my clients, ever. All I do is charge them a commission of 10% for U.S. - 15% for British and 20% for foreign rights - the customary deal. If they are satisfied with my work, they stay with me; if they are not they leave me.

As for Viking, since they are going to publish Frank's HOPI book, they would naturally be interested in your book on the Navaho, different as it is. This was merely a preliminary and informal talk after my return.

The time has come to put your book between covers. It would be a pity to waste it on a minor Western publisher with no national distribution.

Further than that, I told you that I have contacts with most of the important European publishers whom I have met regularly both at the Frankfurt Book Fair and in their own offices. This might lead to simultaneous publication in various countries.

The author of A TOUR OF THE WHITE HOUSE WITH MRS. JOHN F. KENNEDY and producer of the tv show, Perry Wolff, is working on a similar show about the Acropolis which will likewise make a book again to be handled by me. This one will be published internationally and I hoped I could handle both your Navaho and this book simultaneously. Of course the Acropolis book hasn't been started yet.

As you see, I am not asking you for a commitment. All I want to say is that I am very anxious to be allowed to give this book the publication it deserves.

Cordially, *Barthold Fles*

while every care is taken of books and manuscripts, we cannot undertake any responsibility for their loss.