

PAUL C. JOHNSON

EDITORIAL SERVICES, PIER 5, SAN FRANCISCO, CALIF. 94111

August 1, 1972

Mrs. Laura Gilpin
409 Camino Del Monte Sol
Santa Fe, New Mexico 87501

Dear Mrs. Gilpin:

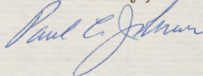
The Sunset Pictorial, BEAUTIFUL SOUTHWEST, is now on the presses, and though it will not be published until October, payments to the photographers represented in the book are being mailed within a few days.

According to our records, you have two black and white photographs in the book, and payment to you will be \$150.00, figured on one at \$100, and the other at \$50 (this based on size of reproduction). This fee covers one-time reproduction only in this book and subsequent re-printings of the same title. Your photographs will be returned in a few weeks, after production is completed. If you have any questions, please let me know.

A complimentary copy of BEAUTIFUL SOUTHWEST will be mailed to you in October, ahead of the public sale. Should you wish to order additional copies, you may do so at 25 per cent discount until January 1st. Requests should be addressed to Miss Kim Manfredi, Sunset Books, Lane Magazine and Book Company, Menlo Park, California 94025.

It was a great pleasure to work with you on this pictorial, and I hope you will like the book when you see it.

Cordially,



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