

May 7,
1974

Mr. Dan Berley,
Witkin-Berley, Ltd.
34 Sherwood Lane
Roslyn Heights, N.Y. 11577

Dear Dan:

Please don't think that I am completely negligent about my correspondence: the truth of the matter is that I took your letter with me to Colorado Springs two weeks ago, when I went up to show my Navaho Slides at the Fine Arts Center at a special affair they were having. I stayed there for the better part of the week and never found time to write to you. Since my return, a week ago, I have been hunting high and low for your letter and have only just found it.

I am sure that you know that I am interested in doing the portfolio. I have done much thinking about it and also a lot of figuring as to my own cost etc. to produce the quality of prints that we both want. As I told you on the phone, the only price that had been previously mentioned was \$10,000. upon the delivery of the 55 copies of the ten pictures... This was here in my studio when you and Lee & I sat down to talk business. Then it was Lee, I think who mentioned this sum again over the phone, after you had all returned to New York. This was why I was surprised by the lower figure as you have in your letter. I realize fully your need for a very safe margin, as well as your costs as to the portfolios, advertising, etc. And I have been figuring my own costs as to materials, needed assistance etc. I have already done some remodeling of my outer work room to give me adequate table space, etc., and the purchase and installation of an archival print washer. Now I am ready to start this work, though it will be intermittent as I must keep the de Bello book coming along during the next year and a half.

I have thought of another angle in working out our agreement, and what would you think of this: That I accept your offer of the payment of \$8000. and that I proceed to make the prints for thirty portfolios, holding the balance of twenty until the first lot are nearly sold. Then on the remaining twenty, I receive one third of the selling price. This would insure your investment plus a good margin, as well as two thirds

on the remaining twenty portfolios. Does this seem like a fair proposition to you? I would do my best to complete the entire 50 sets by July 1, 1975. I will be going back to the Canyon in early June for another two week stint of work, then home to process and work on the portfolios.

I have a warm feeling of friendship for both you ~~and~~ and Lee. I ask only that ^{you} consider this proposition plus the fact ~~of~~ the time consumed in doing this work.

With the best of wishes to all of you,

Laura Gilpin.

LIST OF IMAGES TENTATIVELY SUGGESTED.

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| 1. SUMMER HOGAN, (LONG SALT FAMILY). 1953 | 4x5 neg. |
| 2. NAVAHO SILVERSMITH 1934 | 5x7 " |
| 3. THE LITTLE SHEPHERD. 1950 | 2 1/4 x 3 1/4 " |
| 4. FRANCIS MAKAI FAMILY 1950 | 8x10 neg. |
| 5. THE WHITE HOUSE (DE CHELLY) 1930 | 8x10 " |
| 6. PETROGLYPH (CHANGING WOMAN) 1941 | 2 1/4 x 3 1/4 " |
| 7. OLD LADY LONG SALT SPINNING 1953 | 4x5 " |
| 8. JUNCTION OVERLOOK 1964 | 5x7 " |
| 9. HANDS OF DAISY TAUBLECHEE 1958 | 4x5 " |
| 10. WOMAN, CHILD & LAMBS 1932 | 3 1/4 x 4 1/4 " |

ALTERNATE SUGGESTIONS

NAVAHO WEAVER (choice of two)
YOUNG MOTHER & CHILD book P. 50
NAVAHO YOUTH book P. 28