



243 East 60 Street • New York, New York 10022 • Tel. (212) 355-1461

1/10/74

Dear Laura —

Enclosed is check for \$3,126.25 for sale of your prints during your show. A list of the prints sold and the discounts given, etc., is enclosed also. I hope you can make some sense of it. When a customer buys in quantity or an institution buys regularly, a 10% discount is usually asked for + given. We split this 50-50 with the photographer. In Dan Berley's case, he not only got the 10% but ordered the prints in your home at the older, lower prices.

Anyway, sales were good + I hope the money you made gives you some satisfaction. It's about time!

As for your letter of 1/7/74 which just arrived today, I've answered a good part of it above.

It's great that you wish to start on

a Witkin-Berley portfolio. I will speak to Dan & we'll draw up an agreement.

As for paper shortages, I've had no problems. I've established a dealership with 2 paper companies & can send you all the mountboard you need cut to size. We need only decide what size & ply. We also have to negotiate as to how the cost is met - and that we'll discuss with you.

Perhaps you have a writer who would do the introduction. If not, we can suggest some names. We also want a short statement by you. This calls for a long telephone talk between us & we'll call you soon.

I am so busy it hurts. I am looking for a new apt. for myself (my sister got married in Dec.) and a new space for the gallery. You can image the trauma!

I hope you enjoy looking at our new catalogue & that 1974 brings you good health, wealth, & happiness

my best
All



243 East 60 Street • New York, New York 10022 • Tel. (212) 355-1461

Jan. 8, 1974

Laura Gilpin
409 Camino del Monte Sol
Santa Fe, New Mexico

Record of sales from the LAURA GILPIN EXHIBITION:

<u>inv.#</u>	<u>Photo titled</u>	<u>discount</u>	<u>due Gilpin</u>
7617	Plat. "Indians by Firelight 1932"	yes	\$ 137.50
7663	Plat. "Bryce Canyon #3"		150.00
7665	Plat. "Bryce Canyon #2" ████		150.00
7672	Plat. "Lilian Gish with flowers, as Camille 1932"		150.00
████ 7694	1) Plat. "The Prelude" 2) Plat. "Round Tower, Mesa Verde Natl Park" 3) Narcissus - Plat 4) Lilian Gish in Mirror- Plat. 5) Plat. -The Visiting Nurse 6) Bryce Canyon, Utah, 11x14 7) Church at Picures, 8x10 8) Rio Grande Before a Storm, 16x20 9) Old Lady Long Salt Spinning, 16x20 10) Thunderstorm from La Bajada Hill, 16x20 11) A Summer Hogan, The Salt Family, 16x20 12) Shepherds of the Desert, 16x20	yes ████ to Berley, his prints lower price	1) 137.50 2) 137.50 3) 137.50 4) 137.50 5) 137.50 6) 55.00 7) 27.50 8) 68.75 9) 68.75 10) 68.75 11) 68.75 12) 68.75
7726	1) Plat. -Raindrops on Lupin Leaves 2) Francis Nakai and Family, 11x14	yes yes	1) 137.50 2) 55.00 ON ORDER



243 East 60 Street • New York, New York 10022 • Tel. (212) 355-1461

-2- Gilpin Sales Record

<u>inv. #</u>	<u>Photo Titled</u>	<u>discount</u>	<u>due Gilpin</u>
7753	Francis Nakai and Family, 11x14		\$ 60.00 <u>On Order</u>
7756	The Little Shepherd, 11x14		60.00
7781	1) Plat.-Brayce Canyon #2 2) Plat.-The Ghost Rock	{ yes yes	1) 137.50 2) 137.50
8156	1) Plat-Rancho de Taos Church 2) Plat-Figure Study at Mesa Verde Nat. Pk. 3) Plat-The Spirit of the Prairie 4) Plat- The Colorado Sand Dunes	{ yes }	1) 137.50 2) 137.50 3) 137.50 4) 137.50
7602	Plat.-Icicles, 1929	yes	137.50
8151	Camposanto, El Valle, New Mexico, 8x10		45.00
7895	1) Francis Nakai and Family, 11x14 2) A Navaho Silversmith Making a Cast, 11x14		1) 60.00 <u>On order</u> 2) 60.00
7949	Shepherds of the Desert, 11x14		60.00
7913	Plat.-Winter in Central Park, 1917		150.00
7752	Plat-Sand Dunes, Colo. 1930	yes	137.50
7606	Francis Nakai and Family, 11x14 (this customer got the one on the wall)	yes	55.00
7603	Santuario de Chimayo, 1947, 11x14		60.00
8011	Stony Pass, Colo. Headwaters, Rio Grande, 11x14	yes	55.00
no inv.	to Lee Witkin--		
	1) Still Life, 1917-Plat 2) Interior of the Red Rock Trading Post, 11x14	{ yes }	1) 137.50 2) 55.00



243 East 60 Street • New York, New York 10022 • Tel. (212) 355-1461

-3- Gilpin Sales Record

<u>Inv. #</u>	<u>Photo Titled</u>	<u>discount</u>	<u>due Gilpin</u>
3)	Plat.-Ship Rock	{	3) 137.50
4)	Plat-Navaho Medicine Man, Red Rock, Ariz		+ 4) 137.50
		grand total	\$ 4,126.25
		less advance	1,000.-
		9/23/73	\$ 3,126.25

Three prints on order--

3 copies of Francis Nakai and Family, all 11"x14"

Also, "Lorencita Pino, Potter" was a present to Dan Berley