



**Photography
Southwest
Gallery**

4223 North Marshall Way
Scottsdale, Arizona 85251
(602) 946-7310

August 1, 1979

In order to improve the gallery accounting system, we have taken a complete physical inventory and are enclosing two copies of our consignment agreement indicating all items currently in our possession. Please check your records to insure the accuracy of this statement and return the original with your signature as soon as possible. We would appreciate having you indicate your present retail prices on all items (on a separate sheet) in an effort to help standardize our prices with those of other galleries that represent you. In the future, please keep us informed of any price or policy changes and please make sure that each item we receive is identified by name, number and current retail price! It would also be very helpful if you would supply a biographical sketch including prior shows, collectors, degrees, awards, etc., along with any personal comments, photographs or other advertising information that we may use in our continued effort to represent you to the best of our ability.

Additional effort has been initiated by the gallery toward attracting a larger portion of the commercial sales and the designer-trade market. We are proposing a commercial discount of 20% for any single purchase of ten (10) or more images (not necessarily all the same) and a straight 10% discount to the design trade. Because of our set costs and commission basis, we are not able to absorb this discount entirely, but would be most willing to work with those photographers who are interested in splitting this amount with us: 10%/10% for commercial sales - 5%/5% to the design trade. If you would like to participate in this plan, please indicate this on your consignment agreement. If you are not interested, we will not offer any discount on your work.

If there are any questions, contact me at the gallery Tuesday through Saturday, 11:00 until 5:00 at (602) 946-7310. I am looking forward to working with you and would appreciate any comments or suggestions you may have.

Sincerely,

Susan A. Drummond
Gallery Director

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CONSIGNMENT AGREEMENT

Photographer MS. LAURA GILPIN Date AUGUST 1, 1979

Address 409 CAMINO DE MONTE SOL

SANTA FE, NEW MEXICO 87501 Telephone (505) 932-0032

Title, Number or Description	Size	Wholesale Price
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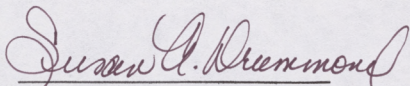
1- THE LETTER, 1952

1- HARDBELLY'S HOGAN, 1932

1- MRS. SIX SPINNING, 1952

I herewith consign to Photography Southwest Gallery the above photography for exhibit and sale. I understand that Photography Southwest Gallery will not be responsible for any loss due to fire, theft, or damage. I reserve the right to withdraw any or all of this photography at any time.

I agree that a commission of 40 percent of the gross price will be retained by the gallery for its sales and exhibit service.



PHOTOGRAPHY SOUTHWEST GALLERY

PHOTOGRAPHER

COMMERCIAL DISCOUNT AGREEMENT: YES NO