

LAURA GILPIN



PHOTOGRAPHER

409 Camino del Monte Sol

Box 173 • Santa Fe, New Mexico
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Mr. Frank Wardlaw,
University of Texas Press,
Austin, Texas.

Dear Mr. Wardlaw:-

I had hoped to get this letter off to you Saturday, but a surprise visit from Mitch took up a good part of the day. We went over my duplicate dummy and decided on the prints for the show at the Amon Carter. I shall need to get to work on these very soon owing to my present slowness. We also discussed to book, royalties etc, and you may well have heard from him before this reaches you as he said he would be phoning you very shortly.

I quite understand your position regarding the cost of producing this book and I am very ready to help in any way I can. A fine job of printing means everything to me and the quality of the production comes first. On the other hand, my investment in this book is also very great and in my present state of being greatly incapacitated makes it imperative that my returns be as adequate as possible. Would a compromise be agreeable to you of the first 5000 copies at the percentage you have indicated, but thereafter either a greater increase in percentage of the net returns or the usual percentages of list price such as commercial publishers give?

I do not mean to be presumptuous as to the selling capacity of this book. It is always a gamble, but I have had such a number of people, people who are in the know, who predict a big and continued sale on this book, that I am hoping this may in some measure prove to be a correct prognostication. Some of those who have seen the dummy, are Nathaniel A. Owings, the architect from San Francisco, Dr. Fred Dokstater of the Museum of the American Indian who was recently here and who has his finger on the pulse of interest in Indian books, Fritz Hartmann of Berlin who came to see me three times wanting to publish the book, but I couldn't see it appearing first in Germany. Among photographers who have seen it and are predicting a big sale are Paul Strand, Ansel Adams, Dorothea Lange, Bill Garnett, several LIFE photographers Howard Sochurek, etc. A French poet wants to translate

it for a French edition, and it is a surprise to find the great interest in the American Indian in Europe. It has been this response that leads me to hope that we will have a really good sale. I am not familiar with the customary policies of a University Press; whether you desire large editions beyond the original or not. These are some of the matters we need to discuss.

Mitch has told me of your computer problems and I can quite understand your involvement until this is all straightened out. So if time is very pressing for you, I can come down to go over all this with you. I appreciate your offer to come up here. You may have other business in this area, I don't know, but offer to come to Austin still stands. I am getting concerned over any further delays as it will soon be nine months since I sent the material in. I know how long it takes to produce a fine book.

With all good wishes for this new year and the hope that together we can produce a real success.

Cordially