

HASTINGS HOUSE



67 WEST 44TH STREET
NEW YORK CITY

Publishers

AIR MAIL

May 22, 1942

Miss Laura Gilpin
317 Cheyenne Road
Colorado Springs, Colorado

Dear Miss Gilpin:

We have read through the text of "Denizens of the Desert" with much interest and looked at the pictures with wonder and admiration. There is no question that a fine book could be made from this material.

The opinion of our salesmen was that the price of this type of book should be given an absolute maximum of \$2.50, with a number of them recommending a \$2.00 price. This would, of course, necessitate a book of different character than the PUEBLOS--one in which a number of the photographs would have to be two on a page.

Our editors and salesmen thought that the text had real possibilities and found it highly interesting, but without exception they suggested that it be rewritten to eliminate the letter or diary form of narrative with its attendant observations on personalities and emotions which are not of particular interest to the story itself. This obstacle--the slowing up of the narrative through the injection of personality in connection with Indian life--could be easily overcome by Miss Foster with the aid of our editors.

The consensus of opinion was that a good part of the sale of such a book would be tourist business, and that it would be unwise to get the book out until the effect of the War on the tourist business of the Southwest could be determined. It was also felt that it would be unwise to get this book out too close upon the heels of the PUEBLOS, and the Santa Fe picture book, by Ernest Klee, scheduled for publication in July. Mr. Jerry Clemens of the Santa Fe Book and Stationery Company, who was here two weeks ago, felt that too many books of the type of the Pueblos, Santa Fe, and Denizens of the Desert would too greatly conflict in the leaner market which is expected.

Copper is also a definite problem now, and it might be impossible to obtain sufficient for publication of the book.

We would, therefore, suggest that the book be shelved for the duration of the War, or at least until the outlook for the tourist trade and conditions in general could be the better gauged.

Miss Laura Gilpin

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We are, therefore, returning the manuscript to you today by express prepaid, value \$100, with the hope that you will let us take the matter up again, for we think it would make a swell book if it could be done at a popular price.

Cordially yours,

HASTINGS HOUSE

Walter Frese
Walter Frese

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