

HASTINGS HOUSE

41 EAST 50th STREET
NEW YORK 22, N. Y.

AIR MAIL



November 19, 1948

Miss Laura Gilpin
Box 1173
Santa Fe, New Mexico

Dear Laura:

I had an awful feeling that I didn't answer your letter of September 21, so when your check came through a little while ago, I looked through the correspondence and sure enough I couldn't find it. There were several questions which had to be gone into and somehow your letter got filed during the process.

I am tremendously disappointed to find that we never had an answer from Barbachano. Therefore, on receipt of your letter, we sent him another complimentary copy and another letter quoting him discounts and terms. I hope that this time we will get his answer.

I note that the debit charges were deducted from your royalty check, and assume that this is satisfactory with you. If you don't have a record of your charges, I'm sure Miss Pfoh would be glad to send another statement.

I checked into your contract, and was amazed to find on both of them that the usual 1/2 royalty on foreign countries had not been put in as it is with all other publishers, and with all of our contracts over the last seven or eight years. Evidently we just copied your original contract with us on which this was not mentioned. The reason for the difference in royalty to foreign countries is that a very expensive sales organization is necessary to promote sales in these foreign countries and that the royalty simply is not possible if we are going after these foreign sales. They are really considered plus sales, and anything that is sold that way is to the advantage of the author and publisher alike. I'm sure that the 104 copies do not contain too many from Mexico, but rather from all over Latin America and possibly South Africa and Europe. I assume this particularly in view of the fact that we don't seem to have been able to make any good contact in Merida where the Snyder organization does not send it's salesmen at present. For that reason I hope that you will let us consider that that clause is in the contract, namely "that sales to foreign countries, Hawaii, and Puerto Rico and the Philippine Islands 5% of the retail

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price is to be paid." On the Merida shops, we are quite willing to pay the full royalty as long as we don't have to pay the commission to the Snyder organization. Wouldn't this be fair?

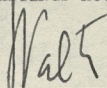
I, personally, am tremendously interested in the Mayas and the Incas and try to get at each new authoritative book as it comes out. Personally, I should be proud to publish a book of yours of the ruins at Copan and Quirigua, but it would be impossible to give any definite assurance that we would do so or even an indication that we would do so until we saw how the TEMPLES OF YUCATAN was selling over a period of time and before we explored the sales possibilities of the other two places. Perhaps you could tell us more about that, keeping in mind that it seems to be quite difficult to make contacts in some of these areas unless there is a tremendous tourist turnover.

The Mission Churches of New Mexico would certainly make an interesting book, but I wonder whether we can sell enough of them fast enough to warrant a 10,000 printing. Why not talk it over with Jerry Clemens of the Santa Fe Bookstore and any others who might be able to give a good estimate of what they could use. In the meantime, we hope to have some more figures on printing and binding costs, which, unfortunately, seem to be still rising.

Incidentally, The New York Times and Herald Tribune Christmas book sections, the 5th and the 12th of next month, and the Chicago Tribune and Bostonpapers in their Christmas issues will carry an ad of THE TEMPLES OF YUCATAN. Best wishes.

Cordially yours,

HASTINGS HOUSE



Walter Frese

WF/rgm