



PHOTOGRAPHIC DESIGN DIVISION

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March 26, 1980

Dr. Eliot Porter
Route 4, Box 33
Santa Fe, New Mexico 87501

Dear Dr. Porter:

Enclosed is a copy of the brochure which was originally printed following your working with Dick Davies on the Independent Life job in 1976. The 8x10 work prints mentioned on the back of the brochure were thought to be a good way for architects and designers to do the presentation layouts on major jobs. As it turned out, only two designers in the four years of this offering have even inquired about the work prints, and to my knowledge, none were ever sold.

When we met by phone late in 1977, you requested that we not offer your images in sizes smaller than 20x24. After consideration, we decided that it would be best to offer none of the Custom Master Prints in sizes 11x14 or 16x20. As you can see by the enclosed price list, that continues to be our policy. During that same phone conversation you also stated that the smallest royalty you would accept would be the amount offered for 30x40 prints.

Early in 1978 we again visited by phone because several clients asked about paying the full 30x40 royalty but having only an 11x14 or 16x20 print produced. You agreed that this was acceptable and we have used those conversations as our guidelines during the past two years. When royalty for a 30x40 has escalated, so has your minimum royalty.

Each month your royalty notices have reflected the client, the size print or photomural produced, and the amount of the royalty being paid to you for each.

Listed below is the history of images 24x30 and smaller sold and the royalty sent to you:

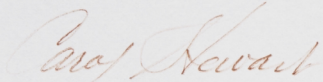
<u>1978</u>	<u>1979</u>	<u>1980</u>
2 - 11x14 @ \$45	--	--
15 - 16x20 @ \$45	--	1 - 16x20 @ \$50
3 - 20x24 @ \$45	9 - 20x24 @ \$45	3 - 20x24 @ \$50
	4 - 20x24 @ \$50*	
1 24x30 @ \$45	3 - 24x30 @ \$45	1 - 24x30 @ \$50
	3 - 24x30 @ \$50*	

The * indicates a change in the royalty for the 30x40 print. In 1979 the royalty for a 30x40 moved from \$45 to \$50, and the amount paid for all orders received after February 15, 1980 is changing from \$50 to \$60.

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The total income from all these small prints was only \$2,085.00, but that represents about 20% of what we have paid to you during that two years. We hope you will agree that we can continue to offer your work within the guidelines earlier discussed, not offering the small prints unless our customers insist, then only if they are willing to pay the higher royalty amounts.

Best Regards for a Happy 1980!



Carol Stewart, General Manager
MEISEL Photographic Design Division

CS:ks

cc: Dick Davies
Denise Berger

Enclosures