

RUSSELL & VOLKENING, Inc.

*Literary Agents*

551 FIFTH AVENUE  
NEW YORK, N. Y. 10017

DIARMUID RUSSELL  
HENRY VOLKENING

MURRAY HILL 2-5340

July 17, 1972

Dear Eliot:

As you can see I am writing this letter early while things are fresh in my mind--but leaving word with the office not to send to you till mid-August. First a copy of ASIA and a letter. The gent talked to me and I said you usually got \$250 for your photos--and he said that was absolutely out for them, that what they offer is the maximum they can pay. You may want to answer them direct, since I told them there would be a delay on account of your Iceland trip.

Item two is the Mexican photos and Walker. I discussed tentatively a contract with them--tentative because the Mexican church expert will want an advance and a share of royalties, but we more or less arrived at \$5000 advance for you and 8% royalty, though this can't be certain at this point. But they will want to see you and at a time when they can get the other gent down (lives in Conn. and I guess may not be very young) and to have you talk to the production man and in fact settle the scope of the book. So when you get back to Santa Fe and are modestly settled you might give the outfit a call so that suitable date can be arrived at. The firm's name is Walker & Co., 720 Fifth Ave., New York City and their phone 265-3632. The editor I have been dealing with is Mrs. Lois Cole (who's not there Monday or Friday) but you may wish to call Mr. Walker since he will be the person with whom you will be dealing--and perhaps it might be worth while to drop Mrs. Cole a letter from Maine to let her know when things might be arranged.

Item 3 is that Jack called me, asking about a reduction of royalties on the bird book since they were reducing ~~the price of the book~~ their price and so their profit margin was going to be lower. I pondered over this and told Jack though their profit might be less I thought this was one of the risks of the publishing business and he would still

be making a profit--and that nobody guaranteed authors a suitable income for their work.  
He may go to work on you direct for I said I did not feel I could back this  
suggestion, as I could on the African book where the price reduction was very  
substantial. IN the case of the bird book which was going to be \$25 Jack is going  
to bring it out at \$21.95--you may be more sympathetic than I am.

Hope you've had a good time in Iceland, which I fancy must be cold and that it  
won't leave you with the feeling that Maine is too warm

yours

Darwin