

my copy

21 April 2004

Dr. Cliff Vestal
3502 Gardenia Drive
Arlington, Texas 76016

Dear Cliff:

Right Zip

I am sorry that you and Kelly were unable to attend our small reception at the studio the other night. Ralph and I were pleased that a substantial number of Fort Worth's big wigs who seldom come to art shows came that evening. I personally believe that most of our guests had heard the buzz about the studio after our November house warming and they wanted to see for themselves what people were talking about.

Sales were somewhat sporadic but still substantial; six of the ten new works displayed were sold, and we obtained three important commissions. Everybody was very upbeat. People seemed delighted with simply being there in that rather exotic environment. In fact there is little doubt in my mind that our paintings had to compete with the studio for our guests' attention.

Now, to business. I am disappointed that I have not received any timely word from you or payment in response to my letter and bill of April 5th. To be completely candid, I really do not like to arrange time payments, especially for newly completed paintings such as Scott's watercolor of the three yellow-breasted sapsuckers which I'm sure I could have sold quickly to a client on our waiting list for bird paintings. As far as the small painting of "Eclipse" is concerned, I really did not want to sell it, and I don't.

Scott and I are just about finished paying off the substantial debt we incurred in the remodelling of our new studio and are anxious to finish the project. While we have been reducing our debt, money for other things has been tight. It has therefore been important that we be paid on schedule as promised in order to allow us to plan our budget accordingly. Any alteration in payment scheduling can create annoying problems, as I'm sure, you understand. Plans are complicated further when clients do not inform me about payment problems.

Consequently, I propose the following: although I really don't want to sell my "Eclipse", I will honor our original three-month purchase agreement if you complete your payment of the balance of \$10,031.00 by May 6th as promised. If that is impossible - and I don't hear from you - I would like to withdraw my "Eclipse" from sale and will only ask for payment for Scott's painting of the woodpeckers, the balance for which is \$4,618.75. If you are strapped for cash - and who isn't these days! - this new arrangement should come as a relief.

I really do hope you are not offended, but I really do believe that this will be the best for everybody.

Scott

5 April 2004

Dr. Cliff Vestal
3502 Gardenia Drive
Arlington, Texas 76106

STATEMENT OF ACCOUNT:

Two drybrush watercolors by Scott and Stuart Gentling.

(1.) "Three Yellow-bellied Sapsuckers", 22" X 14" by Scott Gentling. Price: \$7,500.00

(2.) "Eclipse", 13 $\frac{1}{2}$ " X 13 $\frac{1}{2}$ " by Stuart Gentling. Price: \$5,000

* * * *

Total Price: \$12,500.00

Sales Tax: $\frac{1,031.25}{\$13,531.25}$

Paid: - 3,500.00 3/06/04

Balance Owed: \$10,031.00

REMARKS:

I apologize in getting this receipt to you for your purchase of the two Gentling paintings a month ago. I thought Ralph had sent you one and Ralph thought that I had. Although you and I did not personally discuss the terms of a payout, our standard terms are for a payout of three months, which is what I think you did for your last purchases. Since you have already made a down payment of \$3,500.00 of the 6th of March, I assume that you intend to make the last two monthly payments of \$5,015.65 each. Let me know if this is agreeable to you. If you could pay your balance sooner, I could really use the money for our remodelling project!

Since I consider you an important patron, I would like to deal with you more directly in the future. If you have any needs or questions, please do not hesitate to call me personally at my home telephone number (817 - 738 - 4427) or my cell phone (817 - 917 - 6484) or my Fax (817 - 732 -5448).

Cliff, both Scott and I are very interested in doing something in Louisiana. We have been talking about it for years! We both went to Tulane and often traveled up the river to draw and paint. There is something so special about Louisiana light and the Felicianas. Enclosed is an etching Scott did while a student at the Pennsylvannia Academy of the Fine Arts in 1963. It is a view of Cretien Point plantation near Opelouses (sp?). We hope that you and Kelly like it.