

[Dealers Billed]

March 7, 1963

Mrs. Dorothy R. Lindsley,
The Shorey Book Store,
815 Third Avenue, Seattle 4, Wash.

Dear Mrs. Lindsley:

Enclosed is a copy of Strangers on the Land, inscribed, as noted in your memo received yesterday. Your attention is called to the slip enclosed.

By today's mail---because I suspect your store has had inquiries for this work---I am sending nine (9) copies of the same production.

Regarding the invoice noted "Sent 2.6.63" I am running a check here. The publication was issued Feb. 5 and first copies went out to reviewers and a tribal delegation out of town. This was late in the day and the print shop had only a small lot.

On Feb. 6 more were issued. Since I had Shorey's down first on my list, I had the shop package up some books in lots of 10. Mr. Todd had told me over the phone one day when I was in Seattle and both of us were too busy to get together (I phoned him from the hotel). So this lot, my record shows, went out without an invoice enclosed, I believe. It was, however, directed to the attention of Mr. Todd on the outside of the package, which was his request.

If you would check again and see if there is not such a package, it might be productive. Please do that.

However my first shipments went out from one of the substations here and they were fouled up on the new postal rates etc. although the supervisor of mails in the main office had given me proper instructions, so something might have gone wrong there. Additionally, as you can imagine I was a little rushed and so was the print shop. My recollection, too, is all the first shipments (a few of 10 or more) went out insured. So I will check that, too.

I think by now perhaps the Strangers might have shown up. The Treaty booklets, which I managed to obtain at the old rates from the tribe were sent out a few days before publication. The remainder, not many, were raised from \$1 to \$2, making the unit price \$1.20 now compared with .60 cents. This was because of previous dealings with Shorey's and to permit adequate notification.

I am enclosing a copy of the invoice enclosed in the shipment of 9 books and we won't worry about the other as I think they will show.

The main thing I want to be sure you people have them. Several promotion sheets went out to key persons in Seattle, noting you had them in stock, and this was at the time of issue. On top of that, the reviews, etc. are just starting. Perhaps you noticed the lead in the Seattle ~~PI~~ book section, editorial page, March 2.

The surface hasn't been scratched for a publication in this field for 63,000 words, illustrated, at \$2.25, especially in listings ~~xxxx~~ on any catalogues issued by Chorey's.

I think Mr. Todd will wish to place another order for 10 or 20 immediately and it will be filled at once. The issue was not large, slightly in excess of 2,000. There were 7,000 of the Treaty booklets sold without promotion or marketing. The tribe just wanted to clear out the small amount left, since it is not in the publication business. And I wanted to help them get Strangers off the ground and cleared out. A reprint would, at the price, be working only for the printer as you can well understand. And I do not think there will be one.

Sincerely

Click Belander

March 7, 1963

Mrs. John J. O'Brien,
6981 Seaview Terrace S.W.,
Seattle 16, Wash.

Dear Mrs. O'Brien:

Thank you for your letter of March 6, enclosing check No. 6280, which will purchase a replacement (see enclosed promotion sheet). This was a tribal publication.

Regarding your inquiry about the Lyman history. These, like any county history books, have grown in value within the past few years. Any Northwest dealer having it would ask \$20 to \$25, perhaps \$27.50 if he thought his customer could afford it. And most recognized dealers have standing orders in for the Washington county histories, so pay up to \$15 or \$20 for them, for quick turnover. The one volume, history sells about the same whether the other volume, "mugs" or pioneer accounts is included or not. One reason for this the history is good, the "mugs" vol. was paid for by the families concerned and of course many of the true pioneers who contributed historic matters did not "pay" for a biography. But two volumes are an asset. Libraries are beginning to accumulate the extra copies for future, storing them toward the time those on hand wear out.

A similar, one volume, History of Klickitat, Yakima and Kittitas counties is a little better; and the Walla Walla volume is very scarce and worth up to \$35 now I should think. Most dealers would try and get by with offering \$10 or even \$7.50, although some, like I said, know when they buy where they can sell it the next day, or figure on a lot of books in which one or two volumes are worth the price of the entire lot. Many, as you no doubt know, will "pick" an old library of only a half dozen books, because the rest would be dead weight for years on their shelves, which of course is business. A merchant could not stock up on everything to have for the time someone would come along and ask for a rare kind of vegetable.

My Drummers and Dreamers, hard cover, published in 1956 by Caxtons is out of print. It sold for \$6. Some of my friends occasionally send me a catalogue in which a dealer lists it for \$10 or \$15. (I have one copy only!)

In spite of the appearance of Strangers on the Land, it contains 63,000 words, length of most hard cover books that sell for \$5 or even up to \$10 or \$12.50 in the Indian and historical field. It would have been necessary for the tribe to have sold it for \$3.75 to \$4.50 in hard cover to "pay for it."

A few of the "1855-1955 The Yakima which I wrote, and published (by the tribe) in 1955 for the Treaty Centennial are left. It was published at \$1 and some 7,500 were sold during the Centennial. Some months ago because only a few were left and like out of print books not going into another publication, the price was raised to \$2.

It is the same with Yakima, 1885-1960, Jubilee, about 30,000 words, same as the treaty booklet. It sold for \$1.25 and I think the price is \$2 for about 150 left. It is the story of the coming of the Northern Pacific, the moving of "Yakima" to North Yakima from Old Town, etc.

Are you a member of the Washington State Historical Society? If not, the annual "dues" are \$4 and they include the Historical Quarterly, a collector's item in itself, full of historical material. And your membership entitles you to a discount on books stocked by the society and its own publications. Bruce LeRoy is our director and may be contacted simply by addressing him at Washington State Historical Society, Tacoma, Wash. Or stop into the society museum which I am sure you have visited. The library there has been put in very good condition and is profitable for scanning, acquaintance with good historical books etc.

I would be glad to hear any comments you have to make concerning Strangers, when you have read or scanned it. And if you wish any of the items mentioned, excepting of course Drummers and Dreamers, I could procure them for you and send them to you.

Sincerely

Click Relander

Mrs. Lewis M. Shreve,
1132 Rosewood Ave.,
Wenatchee, Wash.

March 7, 1963

Dear Mrs. Shreve:

The Franklin Press forwarded your letter to me. "Strangers on the Land" was published by the Yakima Tribe and by purchasing books from them, I am able to answer requests like yours.

One copy, autographed, was sent to Mr. Phil George, 823 Carlyon Ave., Olympia. The other two are enclosed.

In spite of its appearance, you will find when you read it, the work consists of 63,000 words, the length of an ordinary size book. Such books customarily sell for \$6 or \$7.50, and even more when published in small editions. But the idea was to put a book on the market in a reachable price. And at \$2.25 a copy, you overpaid \$1, which is enclosed.

One of my books, published by Caxton's, hard cover, Drummers and Preamers is out of print and unobtainable, but the Wenatchee Library would have a copy. A 64 pp. booklet, 1855-1955 The Yakima was published in 1955 on occasion of the Treaty Centennial and is out of print, but some copies are still available here at \$2. And I think that is the price for Yakima 1885-1960 Jubilee (published in 1960 on occasion of Yakima's jubilee. It is the story of the coming of the Northern Pacific to the Northwest and Yakima, moving Yakima from old town to North Yakima, etc.

If you would like either of the two I could obtain them here for you and send them but I suspect they will be gone in about two months perhaps or less. And Strangers on the Land, at its present rate, will be sold out and not republished. (The Seattle Library bought three copies when it first came out, Feb. 6, looked it over and ordered 30 I believe for the various libraries. The Montana Historical Society bought that many, etc.)

Thank you for your order, and if you feel so inclined, feel free to write me any comments after you read it. I have autographed your copies.

I am also enclosing 2 promotion sheets, and if you know of someone interested in this type of material, you may wish to give them to those persons.

Sincerely

Click Relander

House Bill

Editor:

March 26, 1963

The Amerindian,
27 E Monroe St., Chicago 3, Ill.

Dear Sir:

Enclosed is a copy of my Strangers on the Land, as requested in a card to the Franklin Press of Yakima, the publisher.

At the time of publication, Feb. 5 I addressed a note of inquiry to determine your address, and the letter was returned because of improper address. I think it had been changed since you reviewed my Drummers and Dreamers in 1956. A separately sent copy was not yet found its way through the mails, home.

I hope you enjoy the 63,000 words and the presentation and the Yakima Tribe will be grateful of any comments.

It would be appreciated, if there is comment, a copy be sent me so I can show it to the publication committee of the Yakima Indian Tribe. You will note from the enclosed "promotion" sheet, this was a tribal publication.

Sincerely

Click Relander

Mr. Glen W. Kivett,
S. 907 Freys St.,
Spokane 31, Wash.

March 27, 1963

Dear Mr. Kivett:

Your order, for one copy of Strangers on the Land is
I am sure appreciated by the Yakima Tribe.

Your check, 119 in the amount of \$3.00, dated March 25 was received
but is in excess of the amount listed in the promotion sheet and
in the reviews.

I am returning the check therefore, and asking you will be
kind enough to make out one in the correct amount, \$2.25 to The Yakima
Tribe. This will save a lot of bookkeeping, elimination of such detail
making it possible to print and deliver 63,000 words for this low sum.

Please send the check to my address so I may clear my book withdrawals
from my ledgers, but be sure it is made out to the Yakima Tribe.

(I withdraw so many tribal books, assist by seeing the orders and sent
out and then check in the checks to the proper governmental branch
at the agency) your check and note was turned over to me in accordance
with mutual efforts to distribute this publication of which I am the
author. Sorry you have been caused inconvenience.

Your order is being filled this date, with this letter enclosed, since
you requested a copy by return mail. This was not possible to do as
I was out of town when your note reached the tribal office.

1-encls. check 119 for \$3.00/

Sincerely

Click Relander

University Book Store,
4326 University Way N.E.,
Seattle 5, Wash.

March 13, 1963

Re: Purchase Order 68121 Dept. 61

Gentlemen:

The Franklin Press of Yakima turned over your order, 68121 to me. Strangers on the Land was a tribal publication and I am helping with distribution of the limited edition through withdrawal and replacement of stock. This is because the tribal office is now very busy with other activities.

Enclosed find a promotion sheet.

You will note your unit cost quotation is \$1.35, dealer's discount, for \$2.25 resale.

It em "1855-1955, the Yakima, published in 1955 at \$1 and now with but a small supply left, was therefore raised in price a month ago to \$1.20 unit price for \$2 re-sale, in case you are interested.

Your order is going out in this same mail, post rate, library or educational material rate.

After examination of "Strangers," I would be glad to fill a later order. It is not anticipated that, despite the size appearance, 63,000 words, etc. and in short edition will be available more than another month and one-half. It will not be re-issued, because the price quoted is cost, perhaps less.

Sincerely Click Relander

March 18, 1963

Augusta Hess,
John W. Graham Co.,
707-711 Sprague Ave. Spokane.

Dear Mrs. Hess:

Thank you for your letter of March 15 re: Strangers on the Land. The same mail brought Purchase Order 28-1894.

Enclosed is your personal copy. I hope you have a chance to scan it and keep your eyes on it, in event of re-ordering.

The order is going out in today's mail, parcel post, invoices enclosed.

This is a tribal publication and I am assisting in getting the production "off the ground." Hence I withdraw so many books and account for them to the tribe. As I noted, I do not think 2,000 copies will last too long. I see upon my return from a weekend in the hills the spokesman did not have the promotional story this week. A letter from Mr. Joe Bailey two weeks ago was to the effect that some person had written a story about it, "as good as he could do," and it would be published in the March 10 or subsequent Sunday issue. I notice the section was crowded with a long story on the Magruder murder so assume this story on "Strangers" will be next week.

Despite the book's appearance it contains 63,000-65,000 words. Its format accounts for its low price.

Handling it the way I am in your case permits return of copies, although I do not think that will be necessary. To the contrary I think you will reorder later. I know it is a much better Indian writing than Drummers and Dreamers and with pertinent material as well as much on old customs etc. The chapter Hoofbeats on the Land about so called "wild horses" contains 7,500 words itself. There is a similarity in the passing of the true Indians and the wild horses, which some reviewers, in distant cities, have been quick to pickup.

For your information, the actual issuance date was Feb. 5, 1963. It was assigned, too late for imprint, Library of Congress Catalog Card Number 63-1689. For your information, too, it will not be reprinted to my knowledge, although the tribe holds the copyright. The tribe desires only to get back cost of printing. Again, a reason for the low price.

If I can be of any help to you, please let me know. I'll drop in and say hello when possible. Sincere regards.

Click Relander