



THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

January 10, 1958

OFFICE OF THE PRESIDENT

Click Relander
Box 736
Yakima, Washington

Dear Click:

This letter is written with reference to the reprint of DRUMMERS AND DREAMERS.

The sales of 1957 would not justify us in reprinting. The sales by month are as follows:

<u>Jan.</u>	<u>Feb.</u>	<u>Mar.</u>	<u>Apr.</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
59	35	0	33	18	6	28	6	12	4	8	30	239

We have to have an absolute minimum of 300 sales a year--it should be 500 a year--in order to keep a book in print without losing our shirts.

Judging by the above, about the best we could possibly hope to sell would be 200 copies a year.

Are you in the position to accept the responsibility of selling 100 copies a year for each and every year until the reprint has been disposed of? What we have in mind is a reprint of 1,500 copies. Will you give this your careful consideration and then write us at your convenience please?

We had 158 copies on hand at the close of business December 31st.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

G-vp

WXC

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

January 17, 1958

OFFICE OF THE PRESIDENT

Click Relander
Box 736
Yakima, Washington

Dear Click:

You will note attached the chargeback slip on a return from Carl K. Wilson. If I remember correctly you sold them 100 copies, and they must have sent back 40 of them.

The book business as you will see is very much depressed.

With very best regards, I remain

Yours truly,

The CAXTON PRINTERS, Ltd.

Jim

J. H. Gipson, Sr., President

G-vp

bx

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

January 20, 1958

OFFICE OF THE PRESIDENT

Click Relander
Box 736
Yakima, Washington

Dear Click:

Thanks for your letter of the 17th and for your kindness in sending the Award of Merit given DRUMMERS AND DREAMERS by the American Association for State and Local History.

As you will see by the ring book sheet attached, we have called this award to the attention of our salesmen and sales agents.

No, as far as I can remember, while we have published many important pieces of Americana, DRUMMERS AND DREAMERS is the first Caxton book to receive this award. I want to congratulate you. If we are able to work out plans for a reprint, we believe it would be worth while to make a special note of this on the jacket.

With every good wish, I remain

Yours truly,

The CAXTON PRINTERS, Ltd.

Jim

J. H. Gipson, Sr., President

G-vp



THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

February 7, 1958

Click Relander
Box 736
Yakima, Washington

Dear Click:

Attached find a slip charging your account with commissions paid you on books returned from Frederick & Nelson.

We had 26 copies come back from dealers last month and we now have 179 copies of DRUMMERS AND DREAMERS on hand.

I wrote you last month about the reprint. There is no hurry about a decision as far as we are concerned, but I hope you'll give the matter careful consideration and let us hear from you at your convenience.

As ever,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

G-rm

bx

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

March 13, 1958

OFFICE OF THE PRESIDENT

Click Relander
Box 736
Yakima, Washington

Dear Mr. Relander:

I am taking the liberty of acknowledging your letter of March 8th, as Mr. Gipson is quite ill, and we do not expect him back at the office for several weeks. It seems that some medicine he had been taking caused a very serious skin irritation which has given him quite a bit of misery, but he is now it seems on his way toward recovery.

Frankly, Mr. Relander, I share your lost faith in book dealers--or at least the majority of them. As a general rule, they are just about the poorest bunch of businessmen I have ever had an opportunity to work with. It would seem that a book like your *DRUMMERS AND DREAMERS* could very well be and certainly should be a best seller throughout the Northwest if it were properly displayed and if the point could be gotten across to these dealers that no one is going to purchase this book or any book unless they know it is for sale and see it displayed. I realize, of course, that this kind of attention cannot be given to each of the hundreds of titles which a dealer may have on his shelf, but there are certain perennial best sellers or potential best sellers which deserve this kind of attention, and in my opinion, your book is among these.

We have given a great deal of thought to reprinting *DRUMMERS AND DREAMERS*, but as much as we would like to do so, we haven't been able to find the sufficient justification to bring out a reprint of your work.

Mr. Gipson and I are continuing to try to find some way to keep your book in print, as it is one we don't want to see pass off of our list. I certainly hope we can find a solution to this problem, and we will keep you informed of any and all developments.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

D. L. Southwick

D. L. Southwick

Assistant to the President

DLS:vp

[no title]

157c

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

September 15, 1958

OFFICE OF THE PRESIDENT

Click Relander
Box 736
Yakima, Washington

Dear Click:

Thanks for the order sent in yours of September 9th. We are passing it on to our order department, and it will have prompt attention.

While we are talking about DRUMMERS AND DREAMERS, our last report for the period ending August 31st showed 105 copies on hand. We have sold 53 so far this year. I'm just afraid, Click, unless we can come up with some bright ideas between us for promoting a second printing that we will have to give it up. The minimum number of copies that we have got to sell is 300 annually, and I just don't see that sale in sight at all.

With reference to the new fiction manuscript, this is to wish you every success with it and is to ask that you regard this letter as an order for a copy of the first printing to be autographed by the author and billed to The Caxton Printers. I would like to have it for my private library.

I can't give you any information about Mrs. Wilck except that she is listed in The Literary Market Place among the Western authors' representatives.

Nineteen hundred and fifty-eight just hasn't been my year, Click. I was in and out of the hospital several times earlier in the year, and while I am feeling better, I find that you don't recover from operations at 73 like you do when you are 23.

As ever my best,

The CAXTON PRINTERS, Ltd.

J. H. Gipson

J. H. Gipson, Sr., President

G-vp



THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

January 7, 1959

Click Relander
Box 736
Yakima, Washington

Dear Mr. Relander:

Having completed the manufacture of your book, we are returning under separate cover the balance of the illustrating material, for your safekeeping.

Yours truly,

THE CAXTON PRINTERS, Ltd.

Gordon Gipson
Treasurer

GG:lp



THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

March 11, 1959

OFFICE OF THE PRESIDENT

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This is dictated in reply to your letter of March 8th and is to tell you that we have 43 copies of DRUMMERS AND DREAMERS on hand according to the last stock report which was dated January 31st.

With reference to the plates we have the negatives for the illustrations--they were lithographed, and the linotype slugs standing. The slugs weigh some 2,000 pounds. We will sell you the slugs and the negatives for \$500.00.

In connection with KAMIAKIN we have no publishing interest in this at all. It was simply a privately printed job--we did not publish it. In other words it was handled just as though you would write in and want a job of letterheads or anything else done.

If you decide to buy the plates, the cheapest way of transportation would be to ship them by truck collect, of course.

Should you take over the plates, we would upon receipt of the usual fee of \$10.00 transfer back to you the copyright and all of our rights.

It seems a shame, Click, that this splendid book should be allowed to go out of print, but the cost of bookmaking is so fantastic now that I am just afraid that we can't keep it in print. We sold only 109 copies last year.

Let us know at your convenience about the forms.

With every good wish, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

G-dk

Dictated by Mr. Gipson but signed in
his absence.



THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

September 27, 1960

OFFICE OF THE PRESIDENT

Click Relander
P.O. Box 736
Yakima, Washington

Dear Click:

We received back recently a return of three copies of DRUMMERS AND DREAMERS. If they are still in our shipping department when we hear from you, we'll be glad to send them to you at authors discount of 40%.

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

G-jh

Dictated by Mr. Gipson but signed in his absence.

b7c

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

October 9, 1961

OFFICE OF THE PRESIDENT

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This is dictated in reply to your letter of September 29th and is to tell you that we have had an estimate made in accordance with your specifications, on a reprint of DRUMMERS AND DREAMERS with the addition of 20,000 ^{words} and additional photographs.

We have the offset negatives for the illustrations.

We figure this would make a book of 415 pages, and we could quote you as follows--500 copies, \$4150; 1000 copies \$4900; 2000 copies \$6400.

Quotations are f.o.b. Caldwell.

I just don't know what is to be done with this, Click. Production costs are so fantastic now, that even if you were able to finance an edition of 2000 copies, the book would have to sell at \$9.00 a copy.

You see, we have the expense of doing business, we have to give jobbers 50% or more discount, and to pay commissions to salesmen.

You can get an idea of what the retail price would have to be by multiplying by 3 the actual cost per copy in the various quantities.

The amount specified would not have to be paid in cash. We would want one-thirde when the contract is signed, one-third when the page proofs are submitted and the balance of one-third when we complete and are ready to ship the first 10 copies.

We'll be glad to hear from you and hope you can come up with some plan under which this fine book can be made available to those who are interested.

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr.

J. H. Gipson, Sr., President

G-jw

Dictated by Mr. Gipson but signed in his absence.



THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

April 30, 1962

OFFICE OF THE PRESIDENT

Click Relander
Yakima Valley Memorial Hospital
2811 Tieton Drive
Yakima, Washington

Dear Click:

Beryl McWhorter of your city tells us that you are in the hospital. We are sorry to hear about this, and we hope that you'll be a good patient and follow your doctors orders and take care of yourself.

Click, we recently received a return from a dealer which included a good copy of DRUMMERS AND DREAMERS. Do you wish us to send it to you and bill you at the author's discount of 40%?

As ever,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr.
J. H. Gipson, Sr.,
President

G-jw

Dictated by Mr. Gipson but signed in his absence.

20
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bx

[#12]

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

May 7, 1962

OFFICE OF THE PRESIDENT

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

As you'll see by acknowledgment #41344M an order has been entered to ship you the copy of DRUMMERS AND DREAMERS about which we wrote you.

Thanks for your letter of the 3rd ordering this with the remittance of \$3.80 to cover.

We hope the book reaches you without delay and in good condition.

We will bear in mind your interest in YELLOW WOLF. We have no copies on hand.

It is good to learn that you are out of the hospital. Do take it easy Click.

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr.
J. H. Gipson, Sr.,
President

G-jw

Dictated by Mr. Gipson but signed in
his absence.

Trans \$
Date

5-7-62

No. Pkgs.

The CAXTON PRINTERS, Ltd.
CALDWELL, IDAHO

Nº 41344 M

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Click Relander

Same

1212 N. 32nd Avenue

Yakima, Washington

Check	Quantity	Catalog No.	Description	Price	Amount
	1		Relander: DRUMMERS AND DREAMERS	\$3.80	
			Paid \$3.80 cash with order		



THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

January 16, 1968

AIR MAIL

Click Relander
3701 Commonwealth Road
Yakima, Washington 98901

Dear Mr. Relander:

A customer has written us with an order for three copies of RIFLES AND RAWHIDE, and she gives your name as the author. I find that we published DRUMMERS AND DREAMERS for you, but I can find no details about this other book.

Is this book yours, and is it still in print? If you will use the attached reply envelope to advise us if this book can be obtained and where Mrs. Turner should write for copies, I will advise the customer.

Thank you for your prompt cooperation. Mrs. Turner appears to be anxious to get copies because her husband was evidently connected with the Lyons Ferry.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

Margaret Pead
Publishing Department

P:p



THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

February 2, 1968

Click Relander
3701 Commonwealth
Yakima, Washington 98901

Dear Mr. Relander:

Thank you for your letter dated January 22nd. I have notified Mrs. Turner on our findings about RIFLES AND RAWHIDES. She was so certain that this book was one of your own work. I think perhaps she may have gotten it confused with another book but she was so certain about the price and availability.

Thank you for taking time out to check this for us.

With very best regards, we remain

Yours truly,

THE CAXTON PRINTERS, Ltd.

Margaret Pead
Publishing Department

MP:gm