THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

February 8, 1955

OFFICE OF THE PRESIDENT

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

We have your letter of February 3rd.

Your manuscript DRUMMERS AND DREAMERS is in the hands of an outside manuscript corrector, who is going over it and checking the details, and we have written this manuscript corrector--Mrs. O'Bryan, as you will see by the copy of the letter attached--to send the manuscript direct to you as soon as she has finished her work on it.

We will assign a definite publication date when you advise us that the manuscript is in final shape.

We are in a rather serious situation as far as the publication of books is concerned, Click, because our facilities are just not adequate to take care of our commercial customers and to make the books.

We will do some head-scratching, however, and see what can be done.

We have no misgivings at all, Click, about this matter as far as your acting in good faith is concerned. We have advised you previously, old man, that it would be perfectly satisfactory to us if you decided to offer this elsewhere.

We are just doing our darndest to help our western writers and not doing too good a job at that.

As ever,

Jim

J. H. Gipson:imi

[Enclosure. 8 Feb 55]

February 8, 1955

AIRMAIL

Mary O'Bryan
10424 Sterling Boulevard
Cupertino, California

Dear Mary:

We are sending this by airmail to request that when you finish the manuscript DRUMMERS AND DREAMERS that you forward it by express collect to the author, Click Relander, 1212 N. 32nd Avenue, Yakima, Washington.

We are enclosing duplicate shipping labels addressed to Mr. Relander. The original label is to be used on the shipment, of course, and the duplicate label is to be sent back to us with a note as to when the manuscript can be shipped.

We trust you will be able to get it to Mr. Relander, who wants to do further work on it, without too much delay.

When you receive this letter will you drop us a line and let us know when you expect to get it to him?

As ever,

J. H. Gipson:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

February 14, 1955

OFFICE OF THE PRESIDENT

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

As you will see by duplicate shipping label attached the manuscript corrector who had your manuscript advises, in a note received today, that the manuscript will be expressed to you Monday, February 14th. As soon as you advise us that it is ready to return we will try to set up a definite publication date.

Yours truly,

The CAXTON PRINTERS, Ltd.

Gipson

J. H. Gipson, President

JHG:imi

[Enclosure. 14 Feb 55]

from

THE CAXTON PRINTERS, LTD.

PUBLISHERS • SCHOOL SUPPLIES

CALDWELL, IDAHO

CONTENTS—MERCHANDISE
POSTMASTER: THIS PARCEL MAY BE OPENED FOR POSTAL INSPECTION IF NECESSARY.

To

Click Rolander
1212 N. 32nd Avenue
Yakima, Washington

By express collect *No.* manuscript

73529

FORWARDING & RETURN POSTAGE GUARANTEED

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

February 23, 1955

OFFICE OF THE PRESIDENT

Click Relander
1213 N. 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for sending the tear sheet from the HERALD of February 20th, and congratulations on the Brotherhood Award.

As ever,

Jim

J. H. Gipson:imi

I suppose you have received back the manuscript x

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

March 4, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

I am never too busy, old fellow, to acknowledge a letter from an old and valued friend. Thanks for yours of March 2.

I am glad that the manuscript, DRUMMERS AND DREAMERS, is in your hands, and that you are going to give it a careful going over. Take plenty of time, and when you feel that the manuscript has been put in the best possible shape, send it on to us and we will see what we can do in the way of establishing a publishing date.

As ever,

Jim

J. H. Gipson, Sr.

JHG:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

April 7, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for your April 3rd letter.

I see by the folder before me that the revised manuscript of DRUMMERS AND DREAMERS has been received.

We will want to have this looked over, of course, by our head reader.

My son, Gordon, was obliged to go to the hospital for a minor operation, and will be out of the office for a week or so.

Just as soon as he gets back we will go into the matter of a production schedule and let you know as soon as we can.

Yours truly,

J. H. Gipson, Sr.

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

April 8, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for yours of April 5.

Just as soon as my son Gordon gets back to the office, we will canvass the situation and see what sort of publication date can be established for DRUMMERS AND DREAMERS, and advise you. Like you, we are anxious to get the book out just as soon as possible.

Frankly, Click, you have got to give everything that you have to the problem of selling it. We have discovered by sad experience that advertising simply doesn't sell these books, and what is demanded is the personal effort of plugging along, that you can, and I am sure will, put forth.

The book is going to be an expensive one to get out; all good books are ghastly expensive under existing conditions, and will have a relatively high price, and we are going to take an awful licking on it if you can't sell at least 1,000 copies the first year of publication.

Probably the only advertising that it will pay to do will be down there in your local paper.

As time permits, I wish you would draft and send to us a series of advertisements for the local paper, with a statement of costs, so that we can begin making our plans for adequate advertising and publicity.

I know of no other medium which could be used with any assurance that it would give us any effective returns.

Last year we spent $2,500.00 in advertising a Caxton book in media selected by our advertising agents, and I doubt if we got 25 orders that we could trace to the advertising.

It is a tough situation, old boy.

As ever,

Jim

J.H.Gipson, Sr.:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

April 11, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

As I promised in my letter of April 7th, I took up with my son Gordon, the Business Manager of our publishing department, the matter of a publication date for DRUMMERS AND DREAMERS, and he feels about the earliest date we can possibly establish is the early spring of 1956.

You see, this is an important book and we don't like to undertake any book that we publish under high pressure conditions--it always makes for errors and so on.

There is no reason, however, why we can't get out circulars for the book right away, so you can begin picking up advance orders. Don't collect any money--just take the orders--and we will write the customers a couple of weeks or so before publication to send the money to us.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

April 18, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for your letter of April 15.

We'll try and have circulars for DRUMMERS AND DREAMERS ready by the first of June.

In taking advance orders, I would recommend against collecting any money, as people are apt to get unhappy if they pay out money. Just take their orders and advise them that we'll write them a couple of weeks before publication--publication date is probably a year ahead--so that they can remit and save the postage. We pay the postage and guarantee delivery where cash is sent in advance of shipment.

We'll try and work out an advertising program to cover San Francisco, Spokane, Portland and Seattle.

Let me know, Click, how many of the circulars advertising the book you want, so that we can get them to you.

I agree with you about the Centennial Booklet being a desirable premium to give to those who order copies of DRUMMERS AND DREAMERS.

Also we can make available Quigley's cover without any lettering--just the illustration. If you'll let us know how many of these you'd like to have and give us an idea as to what size they should be--in other words, what margin of white paper you'd want around the illustration--we'll be happy to have that information.

I think this problem of advance sales offers a way out of many difficulties. I do hope we can get a thousand good orders before the book comes from the press.

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:rm

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

April 20, 1955

Click Relander
1213 N. 32nd Avenue
Yakima, Washington

Dear Click;

In connection with the circulars for DRUMMERS AND DREAMERS, we are going to need a photograph of the author, and if you sent us your photograph, Click, we can't find it.

It would be well for you to send us one right away--any good, clear and distinct picture will do--a kodak snapshot--it doesn't need to be larger than 4x6--and when you can get around to it, send us at least a half dozen more.

As ever,

Jim

J.H.Gipson,Sr:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

April 28, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for the three photographs which accompanied your letter of April 24. These will permit us to get lined out on the printing of your circulars, our job No. 80595.

We will print 6,000 of these—3,000 for our own use, and 3,000 to send to you.

I think, Click, on this highly specialized item, DRUMMERS AND DREAMERS, that you should go ahead and uncork everything that you have, working with the dealers as well as with individuals, libraries, etc.

You will tell them, when you correspond, that their discounts will be 40%, and that we will supply circulars imprinted with their name and address, if they feel that they can use 1,000 to our mutual advantage. Where they can't use 1,000, we will be glad to furnish smaller quantities, but they will have to use a rubber stamp to put their name on them--we can't imprint them.

We are entering job #80597 for a couple of thousand extra copies of the Quigley litho. Will you supply the copy which you want printed on the back? As I understand, what you have in mind is a picture of the artist, and descriptive data with reference to him.

I think the margin should be wider than you suggest, but we will see how the stock cuts.

As we understand your plans, Click, you want to offer these lithos free at the book stores at which you schedule personal appearances. We will go along with you on this.

Bear in mind that on these 4-color lithos we have got to supply all that you feel you can reasonably use at one printing. It is awfully expensive to put this job back on the litho press, and run additional supplies.

With very best regards, I remain

Yours truly,

J. H. Gipson, Sr.

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

May 10, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

Our head reader has gone over DRUMMERS AND DREAMERS again, and the following paragraph is quoted from her report of 4-27-55:

> "The editing seemed to be fairly well checked over. I found one thing which puzzled me and which I believe should be checked again. Material which is quoted from various sources in the text which it has been decided shall be set over and placed in smaller type has been corrected to have added quotes in certain places such as p. 118 - 119 - 136 - 159 - 176 - 177 - 178 - 181 - 182, but in other places such as 119 (same page as that where quotes have been placed) there are no quotes. This is also true of page 120 and 183. The material on page 183 which is a newspaper quotation should not be in quotes if consistent with the policy of not quoting printed material, but on page 178 material from a government bulletin is not in quotes. In order to be consistent some policy should be decided upon. In my opinion - it would be much simpler not to have the quotations at all, and is usually a rule observed by Websters and the Manual of Style."

We will be glad to have your reaction to this recommendation.

We would also be glad to have, at your convenience, a reply to the letter that we wrote you April 28th.

We will need the copy for the material to be printed on the back of the Quigley give-away reproductions, and we will also want to know when you should have these, and whether the quantity we suggest--2,000--is adequate.

Will you give us this information at your convenience?

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

May 16, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for your letter of the 13th regarding the matter of quotes in DRUMMERS AND DREAMERS.

We will follow your instructions, and will look forward to hearing from you in due time about the circulars.

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

P. S. 5-17-55

Your letter of May 13 is before me.

We have increased the order on job #80597 for reprints of the Quigley picture from 2,000 to 3,000 copies. We'll supply you with 5500 copies of the circular, job #80595.

We'll supply Broad's in Yakima with 1,200 imprinted with their name and address.

Just as soon as a sample circular is ready we'll send it to Graham in Spokane and ask them how many they'll want.

I'll be glad to have your suggestions regarding advertising in Seattle, Portland and Spokane. I'd like to have you draft the proposed advertisement and send it to me for checking by our own advertising department.

Thanks for your cooperation, Click. We'll do our best to go along with you.

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

May 27, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

As you will see by duplicate shipping label attached, we have shipped you the circulars for DRUMMERS AND DREAMERS. A sample circular is also enclosed. We hope the circulars reach you without delay and in good condition, and that you are pleased with them.

If any changes or corrections should be made, please let us know what they are so that we will have the information available when we reprint.

With these circulars you can now get underway on your pre-publication sales campaign. Good luck to you, and keep in touch with us, and let us know when we can help in any way.

We cannot as yet assign a definite publication date on DRUMMERS AND DREAMERS, but we will bring it out in the spring of 1956, according to our present plans.

Yours truly,

Gip

J. H. Gipson, Sr.

JHGSr:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

May 27, 1955

OFFICE OF THE PRESIDENT

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

I dictated a letter earlier in the day about the circulars for DRUMMERS AND DREAMERS.

I am sending a half dozen with this letter, so you can get in communication with Graham, Gill and the others and see what they want in the way of imprinted circulars.

Yours truly,

The CAXTON PRINTERS, Ltd.

Jim

J. H. Gipson, Sr., President

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

May 30, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

We note from your letter of May 27th that Gill will desire 5,000 of the circulars advertising DRUMMERS AND DREAMERS, imprinted ~~as follows:~~ with this name x

We will see that these are supplied in due time. I am of the opinion, however, that it would be well for us to supply all of these imprinted circulars to the dealers who request them about 30 days prior to book publication.

We will gladly send 1700 of the circulars to Tilton at Topeka after we learn just what the deal is.

We look forward to receiving a couple of copies of the Treaty Centennial Booklets when they are ready.

The general information you give is encouraging.

We are surprised and gratified at the constructive ways in which you are approaching the problems of the promotion of DRUMMERS AND DREAMERS.

Thanks a million.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

Jim

J. H. Gipson, Sr., President

JHG:imi

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

June 1, 1955

Click Relander
1213 N. 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for the eight pictures of the author of DRUMMERS AND DREAMERS which you mailed May 30th. They have reached us and have been filed for our future requirements.

As ever,

Jim

J. H. Gipson, Sr.

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

June 3, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

This is in response to yours of May 31st, with reference to the DRUMMERS AND DREAMERS circulars, and is to ask that you correct one of the circulars just the way you would like to have it, and send it back to us, as we will have to bring out another printing for our own use.

With reference to the other questions, it is perfectly all right for you to accept money for copies of DRUMMERS AND DREAMERS ordered by individuals, providing they understand that the book is scheduled for publication in our Spring and Summer List of 1956.

Otherwise, I would just take the orders and tell them that we will write them a couple of weeks prior to publication for the money. Most of them will want to pay in advance, because when cash accompanies the order we pay the postage and guarantee delivery--transportation charges at our expense.

Dealers, Click, are given 40% discount on their orders regardless of the quantity ordered unless they order 100 copies. If they order 100 copies to be shipped at one time in one billing, then the billing is 50% discount.

I think that if these circulars are gotten into the hands of prospective purchasers orders will generally go to the book dealer.

Possibly a rubber stamp should be provided to stamp on the circular - something like this:

> "Your book dealer will supply you, we are very sure, if you place an order with him."

You may tell prospective buyers that the publishers think DRUMMERS AND DREAMERS an outstanding piece of work - a book which will not only be a source of pleasure and information to those who read it now, but we hope will be read by the anthropologists, the sociologist, and the student of our times a hundred years from now.

Good luck to you, and let us know whenever you feel we can help you in any way.

As ever,

Jim

J. H. Gipson, Sr.

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

June 6, 1955

OFFICE OF THE PRESIDENT

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This is in reply to your letter of June 2, and is to tell you that libraries are given a discount of 25% on Caxton books unless they order 20 or more at one time.

Jobbers like Gill's get 50%, but they order 100 Caxton books, assorted, at one time. This larger discount enables Gill and other jobbers to profitably handle the library trade.

Libraries should be asked to order DRUMMERS AND DREAMERS through their regular source of supply.

We see no reason, Click, why we shouldn't give you the usual commissions that we give salesmen on DRUMMERS AND DREAMERS.

These commissions are as follows:

On library orders 25%
On orders from dealers 15%
On orders from jobbers 5%
Orders from individuals carry a commission of 25%

Commissions are figured, of course, on the net billing price to the customer.

You'll find, Click, that the books of the great commercial publishing houses are priced lower than we could possibly price ours. You see, our printings are small, we have to employ many hand processes, and production costs which have always been high with us are now simply astronomical.

Good luck old boy. Keep me advised of developments.

As ever,

Jim

J. H. Gipson, Sr.

JHG:rm

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

June 10, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

I am very glad to have the copy of the booklet, 1855 THE YAKIMAS.

I haven't had an opportunity of reading it carefully, as I want to, but a hurried look through it indicates that it is well done. You and your associates who prepared it are to be congratulated.

As ever,

Jim

J.H.Gipson,Sr.:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

June 14, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

With further reference to our letter of June 6th, I find that I didn't give this matter of commissions to be paid you on orders proper consideration. You see, we have salesmen covering the territory in which you will operate, and while some of them are none too active, I expect it would be better if we give you half the commissions mentioned in our letter of June 6th, on the orders that you take for your book, and give the other half to the salesmen. Please let me know if this suggestion has your approval.

As ever,

J. H. Gipson, Sr.

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

July 1, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for the progress report contained in your letter of June 28. I'm glad that you understand the problem regarding commissions.

It's good to know that we have such excellent prospects for DRUMMERS AND DREAMERS.

I think with the tremendous efforts that you're putting forth, that we're going to do very much better than I thought possible.

We'll do our best to cooperate with you in every way.

With every good wish, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:rm

Relander

July 6, 1955

Dawson's Book Shop
Glen Dawson
550 South Figueroa St.
Los Angeles 17, California

Dear Mr. Dawson:

Thank you so much for your letter of June 29, with order for 5 copies of Relander's DRUMMERS AND DREAMERS, our #L37414.

As you'll see by acknowledgment enclosed, the order has been entered, and we'll keep it on file and make shipment when books are ready.

Publication date has not yet been assigned but we have the circulars out, and are sending a sample. If you'll give us exact imprint copy--we presume you'll want some of these--we'll be glad to furnish you with a quantity of them imprinted as desired. We suggest that you type the imprint copy you wish on the circular which has been corrected, enclosed, and return it to us. We only imprint circulars where dealers feel that they can use 1,000 or more to our mutual advantage.

We presume that this order resulted from a call of the author, who made a swing through some of the western states recently to see what interest could be aroused in his book. It's a dandy piece of work and we can heartily recommend it to you.

The business reply envelope we're enclosing needs no postage stamp, and we hope to hear from you often in the future.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:rm

Relander

July 6, 1955

H. C. Revercomb
1830 Walker Avenue
Kansas City 2, Kansas

Dear Mr. Revercomb:

This is in reply to your postcard of June 30th regarding DRUMMERS AND DREAMERS.

While the book is not yet scheduled, and won't be off the press until late next spring or early next summer, we have circulars available, and are enclosing a copy which has been corrected as we think it should be corrected, with your imprint supplied as you want it supplied.

If you will return this to us, we wll be glad to have the circulars imprinted and shipped to you.

You may wish at the same time to send us an order for say 10 copies of the first printing. If you wish us to do so we will try and arrange with the author to have these autographed for you.

The business reply envelope we are providing needs no postage stamp, and we are sending also an extra copy of this letter which you can okay and return to us with the circular copy.

DRUMMERS AND DREAMERS is a splendid piece of work that we can heartily recommend. It should have good sale among those interested in Americana.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr, President

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

July 9, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

We have your letter of July 6th with revised copy for the circular of DRUMMERS AND DREAMERS, and have entered job #81266 to prepare a revision of this and to imprint 5,000 for the J. K. Gill Company in accordance with the instructions contained in your May 27th letter.

We have not, as far as I know, received any request for circulars from Shorey, but have received requests from one or two others, including, I believe, Revercomb of Kansas City and Dawson of Los Angeles. We have heard nothing from Graham of Spokane or Tilton of Topeka.

As far as these circulars go, Click, they don't cost a lot, and we think it advisable to furnish all that any of these dealers feel can be used to our mutual advantage.

Find out exactly how many each wants, and get the exact imprint copy, and send the information to us as soon as convenient, and we will see that the circulars are supplied in due time.

I believe it would be well for you to find out when you write these people how many months in advance of publication of the books they will want the circulars.

I imagine none of them would want to start their advertising campaigns more than 90 days in advance, but we are perfectly willing to furnish the circulars whenever they want them.

We will submit you shortly a proof of the revised circular so you can check it and make sure it is just what you wanted.

I see in your letter you mention Broad's of Seattle. We have received no imprinting instructions for them as far as I can ascertain.

We do appreciate your interest.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

July 15, 1955

Click Relander
1212 N. 32nd Avenue
Yakima, Washington

Dear Click:

This is in reply to your letter of July 12th. You will note we have written our Canadian distributors, The Copp Clark Co., about the National Library--see copy attached.

You will also note the copy of the letter written Revercomb.

We were in error when we recently advised you that we had no instructions for circulars for Broad's.

I find a memo giving us their imprint copy, with instructions to supply them with 1200 imprinted circulars, and these are being supplied under our expense job 81266.

I think your principal source of orders will, of course, be dealers in America.

As you say, the dealers supply the libraries--most of them now buy direct.

Don't hesitate to ask for circulars in any quantity that you feel any dealer can use to our mutual advantage.

That looks like how we have got to put DRUMMERS AND DREAMERS over. I doubt very much whether space advertising will do any good.

Yours truly,

J. H. Gipson, Sr.

JHGSr:ljw

Relander

[Enclosure, 15 Jul 55]

July 15, 1955

The Copp Clark Co., Ltd.
E. T. Lindsey, Mgr., Book Dept.
495 - 517 Wellington Street, W.
Toronto, Canada

Dear Mr. Lindsey:

One of our authors sends us the following memo:

"I learn through a friend that there's a new library venture in Canada, interested in purchasing many items.

I'm passing this on for its worth, feeling you may wish to send them a full listing of your material, in case this hasn't already been done.

National Library
Ottawa, Ontario, Canada

W. Kaye Lamb, National Librarian"

If you can give us the street address of this organization we will be happy to have it. We think it might be well for us to add their name to our mailing list, and to write them a letter telling them that you are our Canadian distributors and can supply all Caxton books.

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

Relander

[Enclosure, 15 Jul 55]

July 14, 1955

H. C. Revercomb
1830 Walker Avenue
Kansas City 2, Kansas

Dear Mr. Revercomb:

We received your note on our July 6 letter, and have entered job #81266 to provide you with a thousand of the circulars for DRUMMERS AND DREAMERS, imprinted in accordance with copy approved by you.

This is the vacation season with us, and it will be some weeks before we can get these to you, but the order will be kept on file and we'll ship them out when it is possible for us to do so.

It might be better, Mr. Revercomb, if we sent these about 90 days in advance of the publication of the book. Will you give us the benefit of your judgment on that, using the business reply envelope we're enclosing, and noting your instructions on the extra copy of this letter?

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:rm

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

July 18, 1955

Click Relander
1213 N. 32nd Avenue
Yakima, Washington

Dear Click:

Would you check, please, carefully the revised circular for DRUMMERS AND DREAMERS, proof attached, and return the proof to us with any desired changes or corrections plainly indicated?

We are thanking you in advance for your prompt attention. We do hope you will find that our workmen have gotten the circular in satisfactory shape, and with very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

The Shorey Book Store
815 Third Avenue
Seattle 4, Wash.
(June 3
J. W. Todd Jr.
order for 5,000)

Tilton
1700

Dawson's Book Shop
550 S. Figueroa Street
Los Angeles 17, Calif.

500 or
1,000

Graham Co - Sx -

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

July 23, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for your letter of July 18, enclosing orders for DRUMMERS AND DREAMERS.

The orders in question are acknowledged on the ring book sheet of July 20 attached.

We will give you the full salesman's commission on all of these orders, with the exception of the one to Churchill's Book Store in Yakima. One half of the commission had to go to our representative, Mr. Frost, on this one.

Also, the order from William L. Gannon, our #L37607, was accompanied by remittance of $6.00.

We are enclosing copies of letters of acknowledgments written in connection with these orders, and will be glad to have you give us any suggestions that you may have.

We are sending also a copy of the letter written Dawson's Book Shop. They strongly recommend that we have on the revised circular a note to the effect that the introduction was contributed by F. W. Hogg. We trust that you will add that to the proof which you now have.

Thanks, Click, for what you have done and what you will do. Without this work of yours I don't know how DRUMMERS AND DREAMERS could be put over. It is a stout piece of work, but unhappily it isn't the type of thing to interest too many Americans.

With reference to the order from C. B. Coulter, College of Puget Sound, for three copies, our #L37601, this has not been acknowledged to him because we have no provision whatever for giving educational discounts to individuals. Our suggestion, Click, on this order, is that we bill it to you, to be shipped to him, and you can, of course, give him any discount that you desire to give him. The usual educational discount is 20%. Will you give us special instructions on this one, please, using the business reply envelope we are providing, which needs no postage stamp?

With very best regards, we remain

Yours truly,

J. H.Gipson, Sr.

JHGSr:ljw

[Enclosure. 23 Jul 55]

Relander

July 23, 1955

Churchill's Book Store
203 East Chestnut
Yakima, Washington

Gentlemen:

We have received from the author your much appreciated order, our #L37610, acknowledgment attached for copies of DRUMMERS AND DREAMERS, which we have not yet scheduled, but which we hope to publish during the next 12 months. Thank you for the order. With your kind permission it will be kept on file and shipment will be made when it is possible for us to do so.

This is a magnificent piece of work, which, however, will not sell as it should without special efforts being put on it, and we are happy the author is giving us the cooperation.

Your attention was called to the circulars we have available, sample attached. If you would like a quantity of these, please let us know how many you feel you can use to our mutual advantage, and we will try and provide them promptly and without charge.

Where dealers feel they can use 1,000 or more circulars, and provide imprint copy we will be glad to provide the circulars imprinted without charge.

DRUMMERS AND DREAMERS is one of the many magnificent books of Americana that we have published and will publish. We hope you will check your stock, referring to the Trade List which you have, and order others that you feel can be profitably pushed by your store.

With every good wish, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

[Enclosure. 23 Jul 55]

Relander

July 23, 1955

Dawson's Book Shop
Glen Dawson
550 South Figueroa St.
Los Angeles 17, California

Dear Mr. Dawson:

We have your note on our letter of July 6th, and have entered job #81266 to imprint 1,000 of the revised printing of the circulars for Relander's DRUMMERS AND DREAMERS for you.

Proof and copy of the revised circular was submitted to the author recently, and we are not sure of the fact that it contains any mention that F. W. Hodge has written the introduction. We will ask him to add that th the circular copy if it isn't there.

Yes, we will have in due time a circular on the Harry James book, and will be happy to have your instructions to provide you with 1,000 of these imprinted circulars, using the same imprint that we will use on the Relander book.

With every good wish, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

Relander

[Enclosure. 23 Jul 55]

July 23, 1955

Fort Dalles Trading Post
407 East Second
The Dalles, Oregon

Dear Friends:

We have received from the author your much appreciated order, our #137611, acknowledgment attached, for copies of DRUMMERS AND DREAMERS, which we have not yet scheduled, but which we hope to publish during the next 12 months. Thank you for the order. With your kind permission it will be kept on file and shipment will be made when it is possible for us to do so.

This is a magnificent piece of work, which, however, will not sell as it should without special efforts being put on it, and we are happy the author is giving us the cooperation.

Your attention was called to the circulars we have available, sample attached, and if you would like a quantity of these, please let us know how many you feel you can use to our mutual advantage, and we will try and provide them promptly and without charge.

Where dealers feel they can use 1,000 or more circulars, and provide imprint copy we will be glad to provide the circulars imprinted without charge.

DRUMMERS AND DREAMERS is one of the many magnificent books of Americana that we have published and will publish. We hope you will check your stock, referring to the Trade List which you have, and order others that you feel can be profitably pushed by your store.

With every good wish, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

Relander

[Enclosure. 23 Jul 55]

July 23, 1955

Wm. L. Gannon
Box 548
Mabton, Washington

Dear Mr. Gannon:

We have received from the author your much appreciated order with remittance of $6.00 enclosed for a copy ofhis splendid book DRUMMERS AND DREAMERS, which we have not yet scheduled, but which we expect to publish next year. Acknowledgment of the order, our #137607, will be found attached, and with your kind permission we will keep the order on file and ship the book when it is available.

It is a very splendid piece of work, and we are sure that you will feel more than satisfied with it when you receive your copy.

We are sending a circular of DRUMMERS AND DREAMERS. You will note in the lower lefthand corner a form for requesting any of the catalogs or lists or other publicity material we have available. We hope you will ask for our complete catalog. We believe you will find many Caxton books of interest.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

Relander

[Enclosure. 23 Jul 55]

July 23, 1955

Holmes Book Company
E. J. Muskopf
234 14th St.
Oakland 4, California

Dear Mr. Muskopf:

We have received from the author your much appreciated order, our #137612, acknowledgment attached for copies of DRUMMERS AND DREAMERS, which we have not yet scheduled, but which we hope to publish during the next 12 months. Thank you for the order. With your kind permission it will be kept on file and shipment will be made when it is possible for us to do so.

This is a magnificent piece of work, which, however, will not sell as it should without special efforts being put on it, and we are happy the author is giving us the cooperation.

Your attention was called to the circulars we have available, sample attached. If you would like a quantity of these, please let us know how many you feel you can use to our mutual advantage, and we will try and provide them promptly and without charge.

Where dealers feel they can use 1,000 or more circulars, and provide imprint copy we will be glad to provide the circulars imprinted without charge.

DRUMMERS AND DREAMERS is one of the many magnificent books of Americana that we have published and will publish. We hope you will check your stock, referring to the Trade List which you have, and order others that you feel can be profitably pushed by your store.

With every good wish, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

Relander

[Enclosure. 23 Jul 55]

July 23, 1955

John Howell - Books
434 Post Street
San Francisco 2, California

Gentlemen:

We have received from the author your much appreciated order, our #L37609, acknowledgment attached, for copies of DRUMMERS AND DREAMERS, which we have not yet scheduled, but which we hope to publish during the next 12 months. Thank you for the order. With your kind permission it will be kept on file and shipment will be made when it is possible for us to do so.

This is a magnificent piece of work, which, however, will not sell as it should without special efforts being put on it, and we are happy the author is giving us the cooperation.

Your attention was called to the circulars we have available, sample attached. If you would like a quantity of these, please let us know how many you feel you can use to our mutual advantage, and we will try to provide them promptly and without charge.

Where dealers feel they can use 1,000 or more circulars, and provide imprint copy we will be glad to provide the circulars imprinted without charge.

DRUMMERS AND DREAMERS is one of the many magnificent books of Americana that we have published and will publish. We hope you will check your stock, referring to the Trade List which you have, and order others that you feel can be profitably pushed by your store.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

[Enclosure. 23 Jul 55]

July 23, 1955

Maryhill Museum of Fine Arts
Maryhill, Washington

Gentlemen:

We have received from the author your much appreciated order for a copy of DRUMMERS AND DREAMERS, our #L37603, acknowledgment attached.

With your kind permission, the order will be kept on file, and we will ship it when the book is available. We hope to have it off the press within the next 12 months.

It is a magnificent piece of work, but we felt that it required special sales and publicity effort--and are happy that the author is in a position to give us this assistance.

We believe that you have our catalogs, lists, and other publicity material, but please use the circular of this fine title attached to request any that you want. You will note in the lower lefthand portion a form listing them.

The business reply envelope enclosed is sent for your convenience in writing us, and we hope to hear from you often in the future.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H.Gipson,Sr., President

JHGSr:ljw

Relander

[Enclosure. 23 Jul 55]

July 23, 1955

Newbegin's
358 Post Street
San Francisco, California

Gentlemen:

We have received from the author your much appreciated order, our #L37608, acknowledgment attached, for copies of DRUMMERS AND DREAMERS, which we have not yet scheduled, but which we hope to publish during the next 12 months. Thank you for the order. With your kind permission it will be kept on file and shipment will be made when it is possible for us to do so.

This is a magnificent piece of work, which, however, will not sell as it should without special efforts being put on it, and we are happy the author is giving us the cooperation.

Your attention was called to the circulars we have available, sample attached. If you can use a quantity of these, please let us know how many you feel you can use to our mutual advantage, and we will try to provide them promptly and without charge.

Where dealers feel they can use 1,000 or more circulars, and provide imprint copy we will be glad to provide the circulars imprinted without charge.

DRUMMERS AND DREAMERS is one of the many magnificent books of Americana that we have published and will publish. We hope you will check your stock, referring to the Trade List which you have, and order others that you feel can be profitably pushed by your store.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

Relander

[Enclosure. 23 Jul 55]

July 23, 1955

Tom Stockdale
Vantage Museum
Vantage, Washington

Dear Friend:

We have received from the author your much appreciated order, our #137602, acknowledgment attached, for copies of DRUMMERS AND DREAMERS, which we have not yet scheduled, but which we hope to publish during the next 12 months. Thank you for the order. With your kind permission it will be kept on file and shipment will be made when it is possible for us to do so.

This is a magnificent piece of work, which, however, will not sell as it should without special efforts being put on it, and we are happy the author is giving us the cooperation.

Your attention was called to the circulars we have available, sample attached. If you would like a quantity of these, please let us know how many you feel you can use to our mutual advantage, and we will try to provide them promptly and without charge.

Where dealers feel they can use 1,000 or more circulars, and provide imprint copy we will be glad to provide the circulars imprinted without charge.

DRUMMERS AND DREAMERS is one of the many magnificent books of Americana that we have published and will publish. We hope you will check your stock, referring to the Trade List which you have, and order others that you feel can be profitably pushed by your store.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:ind

Relander

[Enclosure. 23 Jul 55]

July 23, 1955

Mrs. Guy Travis
Box 574
Prosser, Washington

Dear Mrs. Travis:

We have received from the author your much appreciated order for a copy of his splendid book DRUMMERS AND DREAMERS, which we have not yet scheduled, but which we expect to publish next year. Acknowledgment of the order, our #L37605 will be found attached, and with your kind permission we will keep the order on file and ship the book when it is available.

It is a very splendid book, and we are sure that you will feel more than satisfied with it when you recieve your copy.

We are sending a circular of DRUMMERS AND DREAMERS. You will note in the lower lefthand portion a form for requesting any of the catalogs or lists or other publicity material we have available. We hope you will ask for our complete catalog. We believe you will find many Caxton books of interest.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

Relander

[Enclosure. 23 Jul 55]

July 23, 1955

Hubert E. Vincent
Ascotin, Washington

Dear Mr. Vincent:

We have received from the author your much appreciated order for a copy of his splendid book DRUMMERS AND DREAMERS, which we have not yet scheduled, but which we expect to publish next year. Acknowledgment of the order, our #137606 will be found attached, and with your kind permission we will keep the order on file and ship the book when it is available.

It is a very splendid piece of work, and we are sure that you will feel more than satisfied with it when you receive your copy.

The circular enclosed—or rather our Spring and Fall Catalogs of 1955—are sent in accordance with your request. We hope you find many Caxton books of interest and will be happy to hear from you after you have examined the catalogs with any suggestions you may have to offer as to how we could improve them. Many of our customers have to order by mail and we want these catalogs to contain the information desired.

The business reply envelope we are providing needs no postage stamp and we hope to hear from you often in the future.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

Relander

[Enclosure. 23 Jul 55]

July 23, 1955

Weigelt Brothers
The Dalles, Oregon

Gentlemen:

We have received from the author your much appreciated order, our #L37600, acknowledgment attached, for copies of DRUMMERS AND DREAMERS, which we have not yet scheduled, but which we hope to publish during thenext 12 months. Thank you for the order. With your kind permission it will be kept on file and shipment will be made when it is possible for us to do so.

This is a magnificentpiece of work, which, however, will not sell as it should without special efforts being put on it, and we are happy the author is giving us the cooperation.

Your attention was called to the circulars we have available, sample attached. If you would like a quantity of these, please let us know how many you fewl you can use to our mutual advantage, and we will try to provide them promptly and without charge.

Where dealers feel they can use 1,000 or more circulars, and provide imprint copy we are glad to provide the circulars imprinted without charge.

DRUMMERS AND DREAMERS is one of the many magnificent books of Americana that we have published and will publish. We hope you will check your stock, referring to the Trade List which you have, and order others that you feel can be profitably pushed by your store.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imd

[Enclosure. 23 Jul 55]

July 23, 1955

Visalia Public Library
Mrs. Phoebe M. Winkler, Librarian
Visalia, California

Dear Mrs. Winkler:

We have received from the author your much appreciated order for a copy of DRUMMERS AND DREAMERS, our #F37604, acknowledgment attached.

With your kind permission, the order will be kept on file, and we will ship it when the book is available. We hope to have it off the press within the next 12 months.

It is a magnificent piece of work, but we felt that it required special effort --sales and publicity--and are happy that the author is in a position to give us this assistance.

We believe that you have our catalogs, lists, and other publicity material, but please use the circular of this fine title attached--to request any that you want. You will note in the lower lefthand portion a form listing them.

The business reply envelope enclosed is sent for your convenience in writing us, and we hope to hear from you often in the future.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H.Gipson, Sr., President

JHGSr:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

July 25, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This is in answer to your letter of July 21st, in which you advise that you would like to have 500 of the revised circulars for DRUMMERS AND DREAMERS.

Instructions have been issued to send them to you when the circulars are lithographed, and we have directed that your name and address be put above the order form as follows:

Click Relander
1212 North 32nd Avenue
Yakima, Washington

If this is not in accordance with your wishes, please advise us immediately.

We think, as long as you are selling, that it would be best to have your name and address on the circulars, and we hope you will agree with us.

With every good wish, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

July 25, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

Thank you for the prompt attention which you gave to the proof for the revised circular of DRUMMERS AND DREAMERS, and for your letter of July 21st.

We have sent the proof to our work room.

An order has been entered to lithograph 5,000 of these for the Shorey Book Store at Seattle, our job 81266.

The Dawson matter is all straightened out, I believe.

We note the copy of the letter written John W. Graham and Co., and shall await their instructions with interest.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

July 25, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

As you will see by the copy of the letter attached written the Caldwell postmaster, we have sent the mailing piece designed by Tilton Indian Relics, 1615 W. 21st St., Topeka, Kansas, to our localpostmaster to get him to pass on it.

We believe that this will be quite all right, and can be mailed in the post office, if sealed with a small gum seal of any sort, or clipped--or rather stapled--with a small wire staple, but we will want his judgment.

We will be glad to furnish 2,000 of them if the postmaster approves.

We will look to you to submit his order when you send the next bunch of orders to us.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

Relander

[Enclosure. 25 Jul 55]

July 25, 1955

U. S. Post Office
Dean W. Miller
Acting Postmaster
Caldwell, Idaho

Dear Dean:

Attached find a mailing piece which one of our customers--Tilton Indian Relics of Topeka, Kansas--desires for a forthcoming publication, DRUMMERS AND DREAMERS.

We are sending this, Dean, with a business reply envelope, with the hope that you can have it looked over and let us know if this is in form satisfactory to the postal service and will be accepted for mailing when offered by our Topeka customer.

The customer's idea, we presume, would be to use a small staple, or seal to keep this closed while it is in the mail.

If this would have to be printed on heavier than ordinary paper, would you let us know how heavy the paper must be?

As ever,

J. H. Gipson, Sr.

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

July 27, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This is with further reference to your letter of July 21, regarding 2,000 special mailing pieces for Tilton Indian Relics, 1615 W. 21st Street, Topeka, Kansas.

As we advised in ours of July 25, we took this up with the local postmaster, and he told us that the form was satisfactory, and we have entered job 81549 for printing these 2,000.

This is going to be an expensive thing for us to turn out, Click, and you should ask Tilton Indian Relics for an advance order for at least 10 copies.

You may advise them that we will submit proof in due time to them to make sure that everything is just as they want it.

An extra copy of this letter is sent you, thinking you might want to forward it to them, or have it for reference.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:ljw

[Enclosure, 27 Jul 55]

July 27, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This is with further reference to your letter of July 21, regarding 2,000 special mailing pieces for Tilton Indian Relics, 1615 W. 21st Street, Topeka, Kansas.

As we advised in ours of July 25, we took this up with the local postmaster, and he told us that the form was satisfactory, and we have entered job 81549 for printing these 2,000.

This is going to be an expensive thing for us to turn out, Click, and you should ask Tilton Indian Relics for an advance order for at least 10 copies.

You may advise them that we will submit proof in due time to them to make sure that everything is just as they want it.

An extra copy of this letter is sent you, thinking you might want to forward it to them, or have it for reference.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

July 28, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This is in reply to your letter of July 25th regarding Weigelt Brothers order.

We can find no record of salesman's call. Unless we hear from a salesman the credit to you will stand. We have the name correctly spelled Hodge on the circular.

Thanks for your understanding of the commission matter.

Thanks also for your estimate on sales possibilities, and the way you are taking hold of the selling of this book.

We will try and get you, either with this letter or with the following letter, a list of the libraries that have standing orders with us.

We are going to cooperate with you to the very best of our ability in every matter, I assure, you, Click.

As ever,

Jim

J. H. Gipson, Sr.

JHG:imi

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

July 29, 1955

OFFICE OF THE PRESIDENT

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This is in reply to your letter of July 25, regarding the Maryhill Museum of Fine Arts' order, our #L37603, and is to tell you that the order has been corrected, and the customer has been written in accordance with the attached copy.

We are sending you with this letter a duplicate slip showing that you've been credited with the proper commission.

We are sorry about the mistake.

As ever,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:rm

Relander

[Enclosure, 29 Jul 55]

July 29, 1955

Maryhill Museum of Fine Arts
Maryhill, Washington

Dear Friends:

We are very sorry indeed that our order clerk made a mistake on the order which we received from the author for DRUMMERS AND DREAMERS, and entered the order, our #L37603, for one copy at the usual library discount of 25%, whereas the order should have been entered for twelve copies at the usual dealer's discount of 40%.

The order has been corrected and will be kept on file and shipment will be made prior to publication.

If you can use any of the circulars, sample attached, won't you let us know how many?

Customers who can use to our mutual advantage 1,000 or more are furnished with these circulars, imprinted without charge, and if you'll give us exact imprint copy, if you wish them imprinted, we'll give prompt attention to your request.

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:rm

Relander [Enclosure. 29 Jul 55] 7-29-55

Maryhill Museum of Fine Arts
Maryhill, Wash.

L37603 books

gave 25% comm. on $4.50 - Comm. 1.13
should have been 15% on net $43.20 - Comm. $6.48

comm. due - $5.35

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

July 29, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for your letter of July 25th regarding the order for Dr. C. B. Coulter, our order #L37601.

The order has been corrected in accordance with acknowledgment attached, and we have written Dr. Coulter and are sending you a copy of the letter herewith.

With very best regards, I remain

Yours truly,

J. H. Gipson, Sr.

JHG:imi

Relander

[Enclosure. 29 Jul 55]

July 29, 1955

C. B. Coulter
College of Puget Sound
Tacoma 6, Washington

Dear Professor Coulter:

We have received from the author your July 14th letter with order for three copies of DRUMMERS AND DREAMERS, not yet scheduled, and have entered order #L37601 for these.

The books will be shipped to you, but billed to the author.

He will arrange in his billing to you to give you the usual educational discount given teachers. We are awfully sorry but we have no provision in our setup for such a discount.

Discounts are given only to schools, libraries, dealers and jobbers, and of course the federal government and states and municipal corporations.

I am inclined to think that this policy might be changed, and I wish you would use the business reply envelope enclosed to let me know what discount is given to educators like yourself by other publishers on their trade books--not on their educational books.

We are also sending another circular of DRUMMERS AND DREAMERS. You will note in the lower portion a list of the catalogs we have available. We will be happy to send you any of the catalogs that you wish, and will gladly enter your name on our general mailing list to receive future catalogs if you care to have us do so.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

LW

[Enclosure. 29 Jul 55]

L № 37601

The CAXTON PRINTERS, Ltd.

CALDWELL, IDAHO

M ~~C. B. Coulter~~ Click Relander
~~College of Puget Sound~~ 1212 North 32nd Ave.
~~Tacoma 6, Washington~~ Yakima, Washington

7-21-55

Date: , 19

Credit Relander
Billed
Taken by O-
Ship by
When
Customer's No.
F. O. B.

Bill to Same

Ship to C. B. Coulter, College of Puget Sound, ~~Tacoma~~, Washington

Date Shipped

Check	Quantity	Catalog No.	Description	Price	Amount
	3		Relander: DRUMMERS AND DREAMERS	6.00	
			Less 40% - author's discount		

ACKNOWLEDGMENT
WAIT FOR INVOICE BEFORE YOU REMIT

WAIT FOR INVOICE BEFORE YOU PAY, PLEASE.

Form 58A—10M—9-53—77717

DO NOT WRITE BELOW THIS LINE

Relander

July 30, 1955

H. C. Revercomb
1830 Walker Avenue
Kansas City 2, Kansas

Dear Mr. Revercomb:

We have your note on our letter of July 14 regarding the delivery of the circulars for DRUMMERS AND DREAMERS, and note that you want these delivered 90 days in advance of publication.

Three of the circulars accompany this letter.

Publication date has not yet been assigned. Just as soon as we can assign a definite publication date you will be advised.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:rm

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

August 8, 1955

OFFICE OF THE PRESIDENT

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

You requested July 25 a list of all libraries that have standing orders with us. You'll find it attached. Be sure and return it to us, Click, after it has served your purpose. It costs us the mischief to type these ring book sheets off.

As ever,

Jim

J. H. Gipson, Sr.

JHGSr:rm

Holmes Alexander column of Aug 6 will probably interest you x

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

August 9, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This is in reply to your letter of August 6th. I will be leaving the latter part of the week for a speaking trip through Canada and Montana which will take most of the rest of the month.

I am glad to have the information given.

Attached you will find a slip crediting your account with a mail order from Redman, your statement for the period ending July 31st showing a balance of $79.81 due you, a ring book sheet which we issue to salesmen when we receive orders like that received from Redman, and a copy of the letter written him.

You will note also a copy of a similar letter written Burgess.

Of course ordinarily we don't send personal letters acknowledging orders, but we have the feeling these may develop into important customers and are doing what we can.

We will keep you advised of developments.

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

Relander MAIL ORDER 8-5-55

[Enclosure. 9 Aug 55]

Fred G. Redman
3206 Home Drive
Yakima, Washington

L37802 books $6.00

25% comm. - $1.50

[Enclosure, 9 Aug 55]

JUL 31 1955

STATEMENT

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

M

Click Relander
Route 3, Box 149
Yakima, Washington

PAY LAST AMOUNT IN THIS COLUMN

[TERMS: NET CASH. Statutory rate of interest charged on all accounts after thirty days. No allowance will be made unless claim is filed within five days after receipt of goods. We render monthly statements of all bills due or not due. Should this statement not agree with your account, notify us at once.]

DATE	ITEM	DEBITS	CREDITS	BALANCE
	BALANCE FROM PREVIOUS STATEMENT			50.00 CR
	9-29-54			
CR JUL 25 55	L37610		2.70 CR	
	L37600		2.70 CR	
	L37602		3.24 CR	
	L37603		1.13 CR	
	L37604		1.13 CR	
	L37605		3.00 CR	
	L37606		1.50 CR	
	L37607		1.50 CR	
	L37608		1.62 CR	
	L3 609		1.62 CR	
	L37611		1.62 CR	
	L37612		2.70 CR	74.46 CR
CR JUL 29 55	ADDITIONAL COMMSSION DUE ON L37603		5.35 CR	79.81 CR

Form 111

Relander, DRUMMERS & DREAMERS [Enclosure. 9 Aug 55]

Fred G. Redman - paid $6.00
L37802 - $6.00 - 25% comm. - $1.50

8-2-55

Relander -F

[Enclosure. 9 Aug 55]

August 6, 1955

Fred G. Redman
3206 Home Drive
Yakima, Washington

Dear Mr. Redman:

Thank you very much indeed for your order of July 27 with remittance of $6.00 enclosed covering a copy of DRUMMERS AND DREAMERS, our #L37802.

With your kind permission, the order will be kept on file, and we will ship it when the book is available. We hope to haveit off the press within the next 12 months.

In view of the fact that this book will not be published for some time you may want to ask us to refund your money, but to keep the order on file and to write you a couple of weeks prior to publication. Don't hesitate to do this if you wish us to do so.

It is a magnificent piece of work, but we felt that it required special sales and publicity effort--and are happy that the author is in a position to give us this assistance.

We're gladly sending, in accordance with your request, our Alaskan books circulars All of these titles are in print and available for immediate delivery.

We're sending also another circular of DRUMMERS AND DREAMERS, thinking you might want to ask us for a supply to use in calling this book to the attention of friends who might be interested. We'll appreciate anything you can do to promote its circulation.

We might say that Caxton books can be ordered safely because we gladly ship them postpaid upon receipt of the published price--transportation charges and guaranteed delivery at our expense--and if any are found unsatisfactory they may be returned for immediate full cash refund if mailed back to us within a week after receipt so that they reach us in good saleable condition.

The business reply envelope enclosed is sent for your convenience in writing us, and we hope to hear from you often in the future. With very best regards, we remain

Yours truly

The CAXTON PRINTERS, Ltd.

JHGSr:rm

J. H. Gipson, Sr., President

Relander

[Enclosure. 9 Aug 55]

August 9, 1955

E. H. Burgess
2 N. Charles St.
Baltimore 1, Maryland

Dear Mr. Burgess:

Thank you very much indeed for your August 2nd order with remittance of $6.00 enclosed covering a copy of DRUMMERS AND DREAMERS, our #L37837.

With your kind permission, the order will be kept on file, and we will ship it when the book is available. We hope to have it off the press within the next 12 months.

In view of the fact that this book will not be published for some time you may want to ask us to refund your money, but to keep the order on file and to write you a couple of weeks prior to publication. Don't hesitate to do this if you wish us to do so.

It is a magnificent piece of work, but we felt that it required special sales and publicity effort--and are happy that the author is in a position to give us this assistance.

We are sending another circular for DRUMMERS AND DREAMERS, thinking you might want to ask us for a supply to use in calling this book to the attention of friends who might be interested. We'll appreciate anything you can do to promote its circulation.

You will note the circular has a space in the lower lefthand portion to be used in requesting any of the catalogs or other publicity material we have available.

We might say that Caxton books can be ordered safely by mail because we gladly ship them postpaid upon receipt of the published price--transportation charges and guaranteed delivery at our expense--and if any are found unsatisfactory they may be returned for immediate full cash refund if mailed back to us within a week after receipt so that they reach us in good salable condition.

The business reply envelope enclosed is sent for your convenience in writing us, and we hope to hear from you often in the future. With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

JHG:imi

J. H. Gipson, Sr., President

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

August 10, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Mr. Relander:

We have your note of August 8th regarding the insertion of the location of Wanapum Dam on the endpaper map for DRUMMERS AND DREAMERS.

We will have this taken care of before the printing plates are made from the copy.

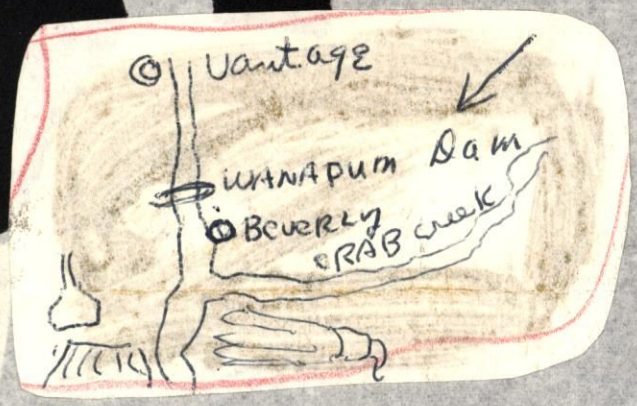
Cordially yours,

The CAXTON PRINTERS, Ltd.

Gordon Gipson

Gordon Gipson, Treasurer

GG:imi



~~Frances:~~ Please file this letter with the endsheet map for Relander' DRUMMERS AND DREAMERS--it calls attention to a correction to be made before the printing plates are made.

[Enclosure. 10 Aug 1955]

August 10, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Mr. Relander:

We have your note of August 8th regarding the insertion of the location of Wanapum Dam on the endpaper map for DRUMMERS AND DREAMERS.

We will have this taken care of before the printing plates are made from the copy.

Cordially yours,

The CAXTON PRINTERS, Ltd.

Gordon Gipson, Treasurer

GG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

August 10, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This is in reply to your letter of August 6, and is to tell you that the orders and checks which you sent have gone to our order department.

Acknowledgments of the orders, etc., will be sent you in due time.

Give dealers who order 100 or more copies a discount of 50%, Click. Your commission would be 5%.

We have directed the entry of the order for 100 copies against Broad's at that discount.

I think you are handling the advance sales for DRUMMERS AND DREAMERS in an admirable way.

You ought to make clear to dealers, of course, that you will be glad to autograph copies, either at their store, or to furnish them with autographed copies. We can furnish you, if you wish, with a suitable number of endsheets for the book, which can be autographed and bound up, so that those who specify autographed copies can have them.

If you will let us know how many autographed copies should be available from Caldwell stock, we will provide the necessary instructions and sections for you to autograph.

I am leaving this weekend for a trip through Canada and Montana, where I am to make some talks. Gord will carry on while I am away.

Yours truly,

J. H. Gipson, Sr.

JHGSr:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

August 12, 1955

Click Relander
1213 N. 32nd Avenue
Yakima, Washington

Dear Click:

This is with reference to the order addendum for DRUMMERS AND DREAMERS which accompanied yours of August 6, and is to send you ring book sheet of August 10, acknowledging the orders and remittances. You will find also copies of letters written.

We have acknowledged all of these orders, but we don't send you a copy of letters in every case.

You will also note the copy of the letter written G. Brewster Coulter, with whom you have had some previous correspondence.

I will be out of town for a couple of weeks, Click--I am flying into Canada on a speaking tour--but my son Gordon will carry on in my absence.

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:ljw

14
6
84
36
48
36

Relander

[Enclosure. 12 Aug 55]

August 11, 1955

C. Brewster Coulter
College of Puget Sound
Tacoma 6, Washington

Dear Professor Coulter:

Thanks for your letter of August 8th. I am returning the Random House invoice which you were kind enough to send. We appreciate the information you give regarding educational discounts given by publishers.

Certainly your name will be added to our general list to receive future catalogs as they come from the press.

In the meantime we are sending our Spring and Fall List and our Trade List of 1955. We hope you find many Caxton books which you feel should be added to the College of Puget Sound Library.

I am wondering, sir, if it would be of benefit to you personally, or to the College, to join our Northwest Readers' Club. Blanks are attached, and you can confine the books to the classification of western Americana if you wish. You will note that all books are shipped on approval, and that the discount is 33-1/3%.

We hope to hear from you often in the future, and are enclosing a business reply envelope.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

Relander

[Enclosure, 12 Aug 55]

August 12, 1955

National Library
Wm. Kaye Lamb
National Librarian
Public Archives Bldg.
Ottawa 2, Ontario
Canada

Dear Mr. Lamb:

We are writing to express our appreciation of the order for a copy of DRUMMERS AND DREAMERS by Relander, which the author transmitted to us. As you will see by acknowledgment No. L37919, the order has been entered. It will be shipped direct to you, but will be billed to our Canadian distributors, The Copp Clark Company of Toronto.

Publication date has not yet been definitely set. With your kind permission the order will be kept on file, and we will make shipment when it is possible for us to do so.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

August 26, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for returning so promptly the ring book sheets of August 4th giving a list of the library standing orders that we have.

These would have been acknowledged before, but I have been away for a couple of weeks on a speaking trip to Canada and Montana.

I hope everything comes along nicely with you.

As ever,

Jim

J. H. Gipson, Sr.

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

September 3, 1955

OFFICE OF THE PRESIDENT

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

The orders enclosed in your letter of August 29th are acknowledged on the ring book sheet of September 2.

We are sending you also copies of letters written.

We think it's a good idea to send an acknowledgment to everyone. You'll note on the letter to Othus that the form has been changed.

We've also submitted proof of the special mailing piece to the Tilton Indian Relics, as you'll see by the attached copy of the letter written them.

All the news you give in your letter about your proposed plans for promotion are sound, and it certainly won't be your fault if we don't put DRUMMERS AND DREAMERS over.

With every good wish, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

Jim

J. H. Gipson, Sr., President

JHGSr:rm

[Enclosure. 3Sep55]

Click Relander report rec'd 9-2-55

Percy M. Othus (check for $6.00)
L38377 - ~~xxx~~ $6.00 - 25% comm. - $1.50

Frank Glenn, Bookseller
L38378 - net $18.00 - 15% comm. - $2.70

[Enclosure, 3 Sep 55]

Click

September 3, 1955

Frank Glenn, Bookseller
Muehlebach Hotel
Kansas City, Missouri

Dear Mr. Glenn:

We have received from the author your much appreciated order, our #L38378, acknowledgment attached, for 5 copies of DRUMMERS AND DREAMERS, which we have not yet scheduled, but which we hope to publish during the next 12 months. Thank you for the order. With your kind permission it will be kept on file and shipment will be made when it is possible for us to do so.

This is a magnificent piece of work, which, however, will not sell as it should without special efforts being put on it, and we are happy the author is giving us his cooperation.

Your attention is called to the circulars we have available, sample attached. If you would like a quantity of these, please let us know how many you feel you can use to our mutual advantage and we will try to provide them promptly and without charge.

Where dealers feel they can use 1,000 or more circulars, and provide imprint copy we are glad to provide the circulars imprinted without expense to you.

DRUMMERS AND DREAMERS is one of the many fine books of Americana that we have published and will publish. We hope you will check your stock, referring to the Trade List which you have, and order others that you feel can be profitably pushed by your store.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:rm

Click

[Enclosure, 3 Sep 55]

September 3, 1955

Percy M. Othus
2434 N. E. 8th Avenue
Portland 12, Oregon

Dear Mr. Othus:

The author sent us your order of August 15, with remittance of $6.00 enclosed, for a copy of DRUMMERS AND DREAMERS, our #L38377. Thank you very much.

With your kind permission the order will be kept on file and we will ship it when the book is available. We hope to have it off the press within the next 12 months.

We are sending with this letter one of the circulars advertising this splendid book, hoping that you'll use the business reply envelope enclosed, which needs no postage stamp, to ask us for some of these to be used in calling the book to the attention of friends who might be interested. We'll appreciate anything you can do to promote its circulation.

You'll note in the lower lifthand portion of the circular a list of the catalogs and other publicity material we have available. We will gladly send any of these to you upon request.

We might say that Caxton books can be ordered safely because we gladly ship them postpaid upon receipt of the published price--transportation charges and guaranteed delivery at our expense--and if any are found unsatisfactory they may be returned for immediate full cash refund if mailed back to us within a week after receipt so that they reach us in good saleable condition.

We hope to hear from you often in the future, and with very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:rm

Click

[Enclosure. 3 Sep 55]

September 3, 1955

Tilton Indian Relics
1615 West 21st Street
Topeka, Kansas

Gentlemen:

We are attaching rough proof of the type matter to be printed on the mailing piece for DRUMMERS AND DREAMERS.

Will you please check it carefully and return it to us at your earliest convenience with any necessary corrections plainly indicated?

We are sending you also the copy provided.

We think that this will make an effective mailing piece, and are happy to have the privilege of supplying it to you.

Will you let us know, please, how many months in advance of publication you'd like to have these? Generally dealers like to have advertising literature about 90 days before a definite publication date is assigned.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:rm

Relander

August 31, 1955

Edwin H. Burgess
2 North Charles Street
Baltimore 1, Maryland

Dear Mr. Burgess:

Thank you for your cordial letter of August 24. Four of the circulars for DRUMMERS AND DREAMERS will be found attached. We are also taking the liberty of enclosing our complete Trade List, thinking some of the other books of Americana we have published would be of interest to you.

Caxton books may always be ordered safely. If you ever get an unsatisfactory book, please bear in mind that it is to be returned to us by bookpost within one week after receipt for immediate full cash refund, which will be made when the book is received in saleable condition.

With very best regards, we remain

Cordially yours,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:ljw

Relander

September 3, 1955

San Francisco Theological Seminary Library
c/o Librarian
San Anselmo, California

Dear Friend:

We have received a circular for Relander's DRUMMERS AND DREAMERS with a note to the effect that you ordered this from us June 30th, and have had no reply, and asking that we send it.

We have searched our records, and do not find where we have received the order for this title previously. Accordingly, we have entered order #L38439, and with your kind permission we will keep the order on file and make shipment of the book when it is possible for us to do so.

We have not yet definitely established a publication date, but we hope to publish it within the next 12 months.

It is a splendid piece of work, and we believe that you will find it of value in your library.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

September 24, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This letter is dictated in response to yours of September 14, and to your letter of September 19.

The orders which you sent are acknowledged on the ring book sheet attached.

With reference to a date for the publication of DRUMMERS AND DREAMERS, we have been carefully canvassing the situation, and we believe the best date would be September 15, 1956. This will give ample time to make a play for the Christmas trade, and at the same time give us a chance to get out of the horrible mess that we are in now—we are some three years behind in meeting our publishing commitments.

It seems impossible to schedule the book for publication earlier in the year with the situation the way it is.

It is good to have the account of your activities, and we are much more confident, as you continue them, that DRUMMERS AND DREAMERS will have at least a modest financial success.

This publishing game gets tougher month by month—sales are harder to make, and expenses keep growing.

We are enclosing a set of ring book sheets dated May 17, 1955, giving the dealer's standing orders as of that date. Please make such notes as you wish, and return the sheets to us.

If you have an opportunity to do so, Click, I wish that you would draft and send to us advertising to be run in the papers in Seattle, Portland and Spokane.

With every good wish, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

Jim

J. H. Gipson, Sr., President

JHGSr:ljw

Relander

September 20, 1955

Tilton Indian Relics
W. Tilton
1615 West 21st Street
Topeka, Kansas

Dear Mr. Tilton:

We have your letter of September 17th, in which you returned the proof of the special mailing piece for DRUMMERS AND DREAMERS which we are making for you on the instructions of the author, and note that you have decided that you don't want the circulars now. We have gone to considerable expense, of course, in setting the type, and will be happy to furnish them if you feel you can use them to our mutual advantage.

It is good to learn that you are going to list this book with description in your next catalog, and that you will try to sell as many copies as possible.

If you feel the circulars would be of benefit to you you may let us know, using the enclosed business reply envelope which needs no postage stamp, and we will gladly complete them for you, but of course if you don't want them we will gladly cancel the order.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHG:imi

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

September 26, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

That was a good letter that you wrote to Shields Books and Stationery on September 22.

Thanks a million for sending us a copy.

Yours truly,

Jim

J. H. Gipson, Sr.

JHGSr:ljw

Relander

September 27, 1955

Tilton Indian Relics
Willis G. Tilton
1615 West 21st Street
Topeka, Kansas

Dear Mr. Tilton:

We have your letter of September 24 regarding the special circulars for DRUMMERS AND DREAMERS, and in line with your instructions have cancelled the order for these.

We are gladly sending you, as you will see by duplicate shipping label attached, 500 of the circulars advertising the book, sample attached.

We will publish DRUMMERS AND DREAMERS, according to present plans, September 15, 1956. We thought, however, that you would like to have these circulars well in advance to work on this book, which is an extremely important one.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:ljw

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

October 8, 1955

Click Relander
1213 N. 32nd Avenue
Yakima, Washington

Dear Click:

We are sending you your statement for the period ending September 30th showing a balance of $93.97 due you.

Please check the statement carefully and advise us of any errors or omissions.

Statements of this sort will come to you from time to time just for the record only.

We are correcting our records so we will address you properly hereafter.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGsr:imi

STATEMENT

[Enclosure. 8 Oct 55]

THE CAXTON PRINTERS, LTD.

SEP 30 1955

CALDWELL, IDAHO

M Click Relander
~~Route 3, Box 149~~
Yakima, Washington

PAY LAST AMOUNT IN THIS COLUMN

[TERMS: NET CASH. Statutory rate of interest charged on all accounts after thirty days. No allowance will be made unless claim is filed within five days after receipt of goods. We render monthly statements of all bills due or not due. Should this statement not agree with your account, notify us at once.]

DATE	ITEM	DEBITS	CREDITS	BALANCE
8-25-55	BALANCE FROM PREVIOUS STATEMENT			69.69 CR
CR SEP 1 55	L38377		1.50 CR	
	L38378		2.70 CR	73.89 CR
CR SEP 9 55	L38439		1.13 CR	75.02 CR
CR SEP 22 55	L38940		1.13 CR	
	L38941		1.62 CR	
	L38942		1.62 CR	
	L38943		1.62 CR	
	L38944		5.40 CR	
	L38945		1.62 CR	
	L38946		3.24 CR	
	L38947		2.70 CR	93.97 CR

Form 111

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

October 20, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

Your letter of October 14 called attention to your statement for the period ending August 31.

A copy of the statement will be found attached, together with a note from our bookkeeper, which we hope will clear everything up.

If your books are not in agreement with our own, won't you advise us, please?

We want the publication date to suit your convenience, Click, and if you will advise us at your earliest convenience what date of publication you would like to have, we will try to set the date in accordance with your wishes, but we should know very soon because we want to get started on the manufacture of DRUMMERS AND DREAMERS, which is a tremendous job, as soon as possible.

As ever,

Gipson

J. H. Gipson, Sr.

JHGSr:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

October 20, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

We have entered the orders which you sent us October 14, in accordance with the ring book sheet of the 18th attached.

We have written Lindley Reith in accordance with the attached copy.

There is no doubt whatever, Click, that you are going to do a bang-up job with DRUMMERS AND DREAMERS, and we only hope that we can hold up our end.

As ever,

Jim

J. H. Gipson, Sr.

JHGSr:ljw

Click Relander report rec'd 10-17-55 [Enclosure, 20 Oct 55]

G. W. Patterson Stationery
L39819 - net $18.00 - 15% comm. - $2.70

Frazier Book Store
L39840 - net $7.20 - 15% comm. - $1.08

Grey Owl Indian Crafts Company
L38948 - net $7.20 - 15% comm. - $1.08

10-18-55

[Enclosure. 20 Oct 55]

October 20, 1955

Lindley Reith
East 563 Evergreen Drive
Moses Lake, Washington

Dear Mr. Reith:

Our good friend, Click Relander, whose magnificent DRUMMERS AND DREAMERS we will publish next year, tells us that you plan on opening a new book store. He says he will be up your way some time later, and I hope when he comes that you will be able to see him.

He is well informed as regards Western Americana.

We hope too that you will want to push Caxton books, and are enclosing our Spring and Fall Lists, and our complete Trade List, together with dealer's discount sheet.

Also enclosed will be found a checklist and a business reply envelope, and we will be very happy indeed to hear from you.

We wish you every success in connection with your new venture, and with very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:ljw

[Drummers + Dreamers - corrections...]

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

October 27, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

This is dictated in reply to your October 24 letter, and is to say that we have established a new publication date--October 6, 1956, for DRUMMERS AND DREAMERS.

In your second letter of October 24, you give me information regarding the book tour.

We will be glad to have you keep us advised of developments.

We will arrange to provide you with at least 50 copies of our Fall and Winter List of 1956. You spoke of 20, but we believe you will need more than that, and we want to be on the safe side.

We will also consign you 100 copies of the book, sending them to you on memo order, so that you will have them available on your trip.

This is going to be very important, because you will find in some cases that the order clerk has slipped up, and have failed to place the order, or have placed it with some eastern jobber who has failed to place the order.

Your third letter of October 24 tells us about book sales. We will look forwarding to receiving the order from the Owl Drug Co. Book Dept., and the other orders.

I agree that sales will be better and better as we get closer to the date of publication.

You are doing a bang-up job, Click, and all that I want you to do now is to plan the advertising you want us to place--with Seattle, Portland and Spokane.

If you will draft these advertisements and get them to us well in advance of publication date, we will go over them and get the orders in so that they appear in the issues on or prior to publication date.

As ever,

Jim

J.H.Gipson, Sr.;ljw

THE CAXTON PRINTERS, LTD.

CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

November 2, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

The orders which accompanied yours of October 26th are acknowledged on the ring book sheet of the 29th.

We are sending also a copy of the letter written Snyder Stationery. We hope we covered everything in the letter that we should cover.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGsr:imi

[Enclosure. 2 Nov 55]

Click Relander report rec'd 10-29-55

W. B. Doell
L40034 - net $36.00 - 15% comm. - $5.40

Snyder Stationery
L40035 - net $25.20 - 15% comm. - $3.78

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

November 8, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

Thanks so much for the clipping from the November 5 issue containing your excellent article on the Priest Rapids and Wanapum Dam jobs.

We are always glad to have this for reference.

Yours truly,

J. H. Gipson, Sr.

JHGSr:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

November 10, 1955

Click Relander
1213 N. 32nd Avenue
Yakima, Washington

Dear Click:

I am under the impression that you want on the jacket of DRUMMERS AND DREAMERS, but of course I may be mistaken, a picture and sketch of the artist who prepared the jacket design and some of the illustrations.

If you do, won't you send a late unmounted photograph--a clear, glossy print, 4 x 6 inches will be big enough--of the artist, and a brief sketch?

Please let us know as soon as possible about this as we are getting to work now on the jacket, which of course must be ready a month before the book is.

As ever,

The CAXTON PRINTERS, Ltd.

Jim

J. H. Gipson, Sr., President

JHGsr:imi

Relander

November 10, 1955

Reed College Book Store, Inc.
Richard Abel
Portland 2, Oregon

Dear Mr. Abel:

Answering your letter of November 4 regarding DRUMMERS AND DREAMERS, we have this scheduled for publication in the fall of 1956. We hope it will be satisfactory to you for us to keep your order for this fine book on file, and make shipment when it's available.

You probably have our catalogs, lists and other publicity material, but the circular enclosed contains a list of the items in the order blank form at the bottom, any or all of which will be gladly sent upon request.

The checklist also enclosed provides an easy means of ordering Caxton books.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:rm

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

November 15, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for your letter of November 11, and for giving us the information about credit on the artist who prepared the design for DRUMMERS AND DREAMERS.

Should we put this on the jacket itself, or on the title page of the book?

The general plan, in connection with ~~the~~ a lithograph, Click, is always to put the identifying data--the picture and the sketch of the artist--on the back.

We couldn't do a good job with the picture on any semi-tissue. I have a number of books illustrated using that plan, and it just doesn't work out satisfactorily at all.

The reason that we think best to use the picture of the author on the jacket is that critics, reviewers, collectors, and others, in addition to librarians and teachers, expect this information on the jacket. It is quite vital to them to have it some place, and the jacket is the only place for it, in the case of a living author. We will want to use your picture and sketch on the jacket of DRUMMERS AND DREAMERS, by all means.

With very best regards, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

Jgs

J. H. Gipson, Sr., President

JHGSr:ljw

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THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

December 7, 1955

Click Relander
1213 N. 32nd Avenue
Yakima, Washington

Dear Click:

Attached you will find your statement for the period ending November 30 showing a balance of $110.01 in your favor. Let us know if there are any errors or omissions at your earliest convenience, won't you, please?

As ever,

J. H. Gipson, Sr.

JHGSr:ljw

Returned corrected 12/27/55

5 instead of 8 Wawapums —

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

December 21, 1955

Click Relander
1213 N. 32nd Avenue
Yakima, Washington

Dear Click:

Attached find the proof of the jacket for DRUMMERS AND DREAMERS. We are sending also the copy prepared by our advertising department.

The proof may have corrections marked by our own proof reader.

Please check the proof most carefully and return with the copy at your convenience. We hope that our advertising department and our compositors will have done their work well.

The jacket design if already not agreed on will be submitted for your approval at a later date.

With every good wish for the holiday time and for the New Year to come, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:ljw

P.S.: We are attaching a slip crediting your account with a mail order from Patterson's Stationery in Ellensburg.

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

December 30, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

You sent in your letter of December 27 the jacket proof and copy for DRUMMERS AND DREAMERS.

You marked a number of corrections, but you stated in the letter that it might be best to disregard all of the corrections indicated except changing the number of Wanapums now left from eight to five.

This has been done. In other words, we will make no corrections on the jacket except that one.

There is no reason why all the corrections you indicated should not be made, if you really want them.

Instructions have been sent to our workroom to send the Quigley painting back to you as soon as we can safely do so. This will not be very soon, however, as it would not be safe for us to return this painting until after the jacket had been completed. One never knows when something may happen when reproducing for color process work.

With every good wish for the New Year, we remain

Yours truly,

The CAXTON PRINTERS, Ltd.

J. H. Gipson, Sr., President

JHGSr:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

December 31, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

The orders which accompanied your letter of December 27 are acknowledged on the ring book sheet of December 30.

Good luck to you in connection with Carl K. Wilson Company of Seattle. They have been tough nuts for us to crack.

We hope the autographing party at the Bon Marche Northgate store and at Frederick and Nelson materialize. It would probably be best if you would fill out and return to us the salesmen's call sheets covering calls on these and other stores so that we can have them on file and make sure that you get credit when, if and as orders are received.

We are making a note to send 250 circulars each to John Knaide and to Inland Book Store. We imagine the circulars should go to them about the first of September, don't you?

Happy New Year, Click!

Yours truly,

Jim

J.H. Gipson, Sr.

JHGSr:ljw

THE CAXTON PRINTERS, LTD.
CALDWELL, IDAHO

OFFICE OF THE PRESIDENT

December 31, 1955

Click Relander
1212 North 32nd Avenue
Yakima, Washington

Dear Click:

Thanks for your letter of December 27th with its enclosures.

We'll see that proper advertisements are inserted in the Portland, Seattle, Spokane papers, and both of the library journals.

We'll want the advertisements to appear in the newspapers, as you suggest, September 30th, and in the September 30 issue of the magazines.

We think the copy that you prepared is excellent and thank you for it and for the material to illustrate the advertisements.

Again, Click, our best to you for the New Year.

As ever,

The CAXTON PRINTERS, Ltd.

Jim

J. H. Gipson, Sr., President

JHGSr:rm