

Jan. 20, 1953

Mrs. J.M. Cornelison,
Pendleton, Oregon.

Dear Mrs. Cornelison:

Thank you for your letter and information of Jan. 14, concerning books and the Snelson angle on Indian pictures. They are an ever-widening project with me, one that is not too rushing at times, but one that I am keeping pegging away on.

I am not sure from your letter if the price you are setting on the Life and Letters of Father DeSmet is \$39.50 or not..but it is indicated it is.... "have found in two places in New York for sale priced at \$25 and \$39.50. This set is in perfect condition. Called Mr. Sergeant the librarian again, one price on the DeSmet, \$39.50."

I was not familiar with the books, other than they are good research material for such persons as myself, hence did not know whether there were two, three or four books in the set, hence, offered generally \$7.50 a vol., and I see, I came close on the Dr. Congon item, offering I think around \$17.50. You said "The Two Islands" is now worth \$10. "

Sometimes librarians look upon books as a dealer. Since I acquire more of that type than librarians, I usually mark time until I get a price somewhere in the vicinity of that they would be charged by a dealer.

I have checked the items in "Book Price Current," It is a big thick book published each year for dealers and researchers, telling what books sell for at the big eastern auctions, condition, etc. On top of that there is a weekly magazine, listing book wants. As a steady customer of a dealer, who deals very little in historical books, he advertises on the want list for books and these appear in the magazine going all over the country and in turn any dealer interested in "quoting" a book sits down and sends a postal or letter to my dealer. There is no obligation.

The book auctions show: "Two Islands," good condition, up for auction and

two sales, one for \$10 and one for \$12.50, meaning it would re-sell for \$15 and up, depending upon the dealer and the customer.

DeSmet, three sales, \$11, \$22.50 and \$27.50, the latter two in fine condition.

Also, A.H. Armstrong, Oregon History, 12 mo. 1st edition, Chicago 1857, two sales, one \$10 (two leaves torn, soiled; and one \$20; meaning the books ~~would~~ were purchased for re-sale at \$10 or \$25, depending upon whether the dealer thought he had an immediate sale or not.

I am having my dealer want list the three items and in about three weeks we should have some quotes.

I am satisfied that the "Two Islands" price is okay, but the other seem rather high, unless "quotes" show otherwise, such as none of them being offered or ones being offered at high prices because dealers think they have a purchaser interested in an unusual kind of book that few are after and hence will pay a premium.

I am sending along money orders I have drawn, totaling \$17.50 and we can mark time, if okay with you, until we hear from the quotes.

Since I am asking for quotes on the Oregon History, too, I may get a good one for you, and will notify you.

I wouldn't ask you to "lower" the price, but on the other hand, I must buy my books, not at bargains but within reasonable striking distance. I will add to the money and then take them both, or the money can go for the copper plates. Judging from the book auction records, your Oregon history, if available, should be in the neighborhood of \$15 for a fair copy.

Since my dealer is interested in copies of the DeSmet and "Two Islands" for his own stock, and also has other books to request, such as "Canoe and Saddle," "Tales of a Western Mountaineer," "Fighting Indians of the West," he is very willing to "want list" the items. I, of course, would pay him a margin of profit. I think that will work out fair all the way around, don't you.

Thanks again. Hope you are making progress. "(long letter like this should help break the ~~monotony~~ monotony) Sincerely
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