

January 23, 1963

Mr. Ted Boatman,  
P.O. Box 181,  
Bandon, Oregon.

Dear Mr. Boatman:

Thank you for your letter about Drummers and Dreamers.

About your inquiry, I do not exactly understand the question, "How the Indians carry the priesthood?" If you would be more specific, perhaps I could help out. A religious man, a "yantcha" earns his status through studies and devotion to his religion. Rituals are quite complex, involving much memorizing of "old words" even that are not now commonly known. Some who aspired to be religious men could not learn the chants, the talks which precede the ceremonies etc. A religious man may leave the accessories of ceremonials to one of his designation, who of course is a known religious man, not necessarily a relative, but one competent and capable of preserving the artifacts, flag, feather fans etc. involved. Their authority is recognized in their home area. If they are called to services or burial etc. at a distant point, where there is no recognized leader, they have complete charge of selecting the drummers, placing them, directing the ceremony etc.

Alex Saluskin, the Yakima Tribal Council chairman tells me that Johnny Wildman has been dead several years. I did not know him. He was a relative I understand of Saluskin.

I am enclosing an information sheet (several) on a book coming out in about 10 days. If you are interested in a copy, I can see it is sent you but any payment should be made out to the Yakima Tribe. The extra sheets I am sending in the hope you know of someone interested.

Sincerely

Click Belander

1212 N. 32nd Ave.

Yakima, Wash.

January 23, 1963

Mr. Randall Crawford,  
7022 12th Ave. N.E.,  
Seattle, 15, Wash.

Dear Mr. Crawford:

You asked me to let you know when the Yakima book was issued. It will be out about Jan. 31. I'm enclosing a "promotion" sheet.

Bill Todd of Shorey's Book Store tells me he will be ordering some copies, so you could see the book there (paperback) but some 63,000 words and illustrations, about 25-30)

I'm enclosing a couple of extra promotion sheets in case you encounter someone really interested in Indian material. I'm sure the Yakimas would appreciate anything you can do to help publicize this publication.

Hope things are going well with you and your programs are working out to your satisfaction.

Most Sincerely

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1212 N. 32nd Ave.  
Yakima, Wash.

January 23, 1963

Mr. William Gannon,  
Gannon Wagon Museum,  
Mabton, Wash.

Dear Bill:

Thanks for your note. I'm still keeping my eyes open for wagon and agricultural machinery material, but have been pretty swamped for weeks.

Strangers On the Earth is due out in about 10 days.

You will receive a promotion withdrawal copy in a list I am now working on.

I'm sending a couple of promotion sheets now because there'll be a lot of things to do at the last minute, and it will give you a chance to get in an order which I can process. It would have cost \$1.50 per book to hard cover it and to print it in the large type would have run up the price. It runs 63,000 words and contains some 25-30 pictures, so it's a good bargain. One part could have undergone a week's close work for "old name" accuracy.

If you need or want a few of the Treaty Centennial books, because you handled them before I think I could arrange for the old price of 60-40, or 60 cents a book that sells for \$1, but as you will note, because it's out of print, the price is up. The discount is the same on Strangers, 60-40, meaning I figure \$1.35 for a \$2.25 book.

I'm interested in your book prospects. I think that is a pretty select field. I should think it would go for some publisher with the know-how for that kind. I'd like to help if I could and might dig up some good prospects for the publisher.

Also want to be sure the Museum gets some early season recognition this year.

Sincerely

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January 23, 1963

J.K. Gill Co.,  
5th and Stark Sts.,  
Portland, Ore.

Book Department Manager

Dear Sir:

I am sending a promotion sheet of "Strangers on the Land" which will be issued about Jan. 31.

A few years ago you put on a very successful book party for my Drummers and Dreamers, hard cover edition.

While this is not a hard cover, it contains more words 63,000 in fact, and much more Indian material. And you will agree that the price is something different for the product.

Aside from one or two personal contacts, I am not yet circularizing libraries or Northwest dealers, more than a sampling.

Because the publication costs are cut to the bone, it would not be possible to do better than 40-60 on this production. (1.35 for a \$2.25 sale).

Shorey's will handle it, but not too many other dealers, aside from Broad's here in Yakima of course. There will be some 75 review and other contacts established, including Portland.

I know it is difficult to make any commitment before seeing the book, but circularization of libraries will not be necessary if you have a widespread library outlet. I suspect it will do quite well in libraries. You will note that while it is paperback, it is footnoted. It is 100 pages and contains approximately 30 photos.

If you care to place only a token "stock" order I would be glad to see it is processed promptly upon publication. The production was not "conceived" to take a long time to carry out in disposing of the limited run.

Sincerely

Click Belander

1212 N. 32nd Ave. Yakima, Wash.

January 23, 1963

Mr. J. David Hamley, president,  
Hamley Building,  
Pendleton, Oregon.

Dear Sir:

First, thank you for letter of December 3 with some notes on 'Hamley's.' They were appreciated and fit in very nicely, I believe, into Strangers on the Land.

This will be issued about Jan. 31 and I am requesting a copy be sent you from my promotion list.

I am satisfied the book would have more than usual interest in the region because of the Indian material, and one chapter of some 6,500 words alone on "wild horses."

I believe when you see it you will wish to have your book buyer stock sufficient copies (as it will be issued so far as we now know, in one edition).

While paperback, it contains 63,000 words and some 25 illustrations, including one or two Morehouse.

I will be very busy about publication time, so must trust you'll keep the enclosed order form. Or, if you would want to order now (check payable to the Yakima Tribe) I'll see it gets off promptly. I am also confident enough in it I would accept on return any remainder. I say this because my Drummers and Dreamers, which sold for \$6, hard cover, now sells for \$12 and \$15 and no copies are to be had.

Dealer discount on Strangers is 40-60, meaning \$1.35 for \$2.25 sale. Including Hamley's was only an incidental and natural part but it and Pendleton Coolen Mills surely fit.

Again, thanks for your notes.

Sincerely,

1212 N. 32nd Ave., Yakima, Wash.

Click Belander

January 23, 1963

Mrs. Dixie Koenig,  
The Book Mark,  
611 6th St., Prosser

Dear Dixie:

Enclosed is a promotion sheet on "Strangers On the Land."

At the last minute I managed to scrape up a little picture of Prosser Falls (Dixie Koenig) to get into the book at last minute and credit line to Dixie Koenig.

The book will come out about Jan. 31. Sixty-three thousand words, as you know are as much as in ordinary full size book, the kind that go around \$7.50 or more. But the cost would have been \$1.50 more per book to put it in hard covers and another \$1.50 more to run up size of type like the padded out books now. I'm hopeful it will stand on its own legs otherwise. The more I looked through proofs the more it seems like there is more material in it than a dozen other "Indian" books.

I will see you get prompt delivery of books when they are out and would, of course, hold any check here until publication date.

The dealer discount referred to is 40 60, meaning a \$2.25 book for \$1.35. In the case of the out of print Treaty Centennial booklet, which has gone to \$2 because of that fact, because you've dealt in it before, and for final go round, I could get through some copies for you at the previous price of .60 cents for \$1 salable book.

I'll be so rushed around end of month I'm getting out a few letters now. My estimate is you'd have a chance to re-order in say two months but after that I'm not sure, so I could keep my eyes on it for you.

Sincerely

Click

1212 N. 32nd Ave.

January 23, 1963

Mr. Bruce LeRoy, director,  
Washington State Historical Society,  
Tacoma, Wash.

Dear Bruce:

First, to let you know I made it home ok after the last board meeting before the storm broke. But the deal over, some 7-8 hours was as rugged as I'll ever want.

Second, about Jan. 31 or Feb. 1 you'll be receiving a copy of Strangers on the Land, which, though wraps I think is considerable of a production. (63,000 words, some 25-30 illustrations and for \$2.25 re-sale.)

I'm writing at this time to let you know about it and enclosing an order form in case you want to have the book dept. order copies at the usual dealer discount, 40-60 per cent. It's my guess because of the number coming off the press it won't last too very long, although there's no "coast-to-coast" promotion involved.

I'd see you get the copies promptly upon publication. And I'll be glad to receive your comments later. They will include type of publication etc. I've got some ideas and knowledge along that line now that may also be helpful to you.

I'll be out in the open soon now. And weather or no weather, I'll be over at Tacoma, next occasion, to stick around. I was too worried about getting to the top of the grade and down the other side, last time, and then just got to ~~xxxxxxx~~ <sup>in the clear</sup> when the snow flakes started blowing.

Hope things are going well with you.

Sincerely

1212 N. 32nd Ave. Yakima

Click

January 23, 1963

Order Clerk,  
Washington State Library,  
Olympia, Washington.

About Jan. 31, issue date, I will see the library receives one copy of Strangers on the Earth, (see enclosed promotion sheet).

I am sending it at this time in view of your experience with Yakima Jubilee, and possibly the Treaty Centennial booklet, Yakima Treaty 1855-1955.

Strangers is much more of a publication, will run 63,000 words, is footnoted and contains more Indian material than in Drummers and Dreamers.

I contemplate indexing it for libraries, tribal use etc. and would see you receive either a printed or typed copy, in time.

If any order is placed I would see it is expedited.

I have been told the tribal publication committee will grant me a small number of withdrawal copies, and it is one of these I plan to send to the library.

Sincerely

Click Relander

1212 N. 32nd Ave., Yakima, Wash.

Mr. Jerome Peltier,  
Clark's Old Book Store,  
Spokane, Wash.

January 24, 1963

Dear Jerry:

Hope you are well established and rolling along good now in your new location.

You asked me to send you information on the production when it was wrapped up. It is. Enclosed is a "fact sheet." I'm helping promote it and am writing now because around publication date, approximately Jan. 31, I'll be snowed under.

If you wish to order 5 or 10 copies, I would see they are sent promptly and no check would be turned in to the tribe until publication.

Although in wraps, the book is 100 pages and will run 63,000 words. I think outside of lack of hard cover it's by far superior to Drummers and Dreamers, which was less in words too. It's footnoted but not indexed. There will be some promotion in the Spokane area.

The dealer discount is 40/60, meaning \$1.35 for a \$2.25 item and I think you'll look a long way to find as much writing on such a subject for so low a price.

Incidentally, too, later as you get a chance to look it over, you may be interested in knowing how we got the job done and were able to put the book on the market at that price.

Don't know when I'll get to Spokane, but hope this will do as well. If you're interested in tying into some copies, I'll be glad to take care of it for you. I won't say "before they're all gone," but I do think they will be sold out in maybe three months. We want to get this wrapped up and out of the way soon as possible.

Sincerely, the best

1212 N. 32nd Ave., Yakima.

Click Relander

January 24, 1963

Puget Sound News Co.,  
621 2nd Ave. North,  
Seattle, Wash.      Purchasing:

Dear Sir:

Enclosed is a promotion sheet for Strangers On The Land, nearly self explanatory.

The price has been held at virtual cost. And it is the type of book that will be used by libraries in their Northwest and Americana collections. Since the edition is limited, circularization of libraries is not being carried out extensively, only as a spot check. The book is footnoted and contains approximately 30 illustrations.

The Franklin Press of Yakima advises that the book will be issued about Jan. 31 to Feb. 5. It is letter press, not offset etc., regular printing and is factual and authentic, having the cooperation of the Yakima Tribe, although the field covered is more extensive than the Yakima. (There are from 600 to 700 enrolled Yakimas in the Seattle-Tacoma area alone).

I know it is difficult to authorize purchase of a book with which you are not familiar and have not seen, but my Drummers and Dreamers (hard cover) and other publications speak for themselves. Drummers and Dreamers is out of print now and requests keep coming in four years later, but publishers seem to have a standard of around \$5,000 a year sales to keep a book in print. It would not hit that, being more regional.

Only my long acquaintanship with the Yakimas made Strangers on the Land possible. I am so satisfied once it gets off the ground it will clear out rapidly and the cost of putting plates back on for a second run would probably preclude further issue as we are staying within our publication budget.

The dealer discount allows purchase at \$1.35 for a \$2.25 book of 100 pages in a popular field. Since the tribe has no facilities for "promotion" I am assisting in this manner and, in event of order, any check should be made out to the Yakima <sup>T</sup>Tribe. I am seeing that orders are sent out as soon as the book is issued. No check will be processed until the order is filled.

I am so confident this book will move with a little promotion that copies unsold would be returnable, usual condition required. And a token order of 10 or 25 copies I am sure would be followed by a re-order.

The printing did not envision a large sale but one that could be accomplished rapidly and then dispensed with, without additional time and labor.

Strangers on the Land will receive some publicity in Northwest newspapers and news media.

Please let me know if there is any way I can assist you in what will be mutually beneficial ~~ix~~ to you and the Indians.

Most Sincerely

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1212 N. 32nd Ave.

January 24, 1963

Dr. Robert H. Ruby,  
Moses Lake, Wash.

Dear Bob :

Been putting off writing again--busy. Been wondering how things are going with you and the Chief; and in spite of an open winter have stuck pretty close at home, pounding ~~xxxx~~ away. So want to get up to date on your project, and bring you up to date on mine.

"Strangers on the Earth" will be out about Jan. 31 or Feb. 5, 100 pps., wraps but some 63,000 words. It will probably have plenty of factual bobbles in it because it is so loaded with facts.

I'm making up my withdrawal and promotion list and will catch you with a copy there. But I'm sending a promotion sheet in hopes you can on your next visit by a bookstore or so in the area, or communication with someone outside the area who would be interested, plant them in the proper places.

Your dealer would get a 40/60 discount (\$1.35 for a \$2.25 item)

I don't know exactly how we were able to come up with the wordage etc. for that price, but we did, at some sacrifices. (8 pt standard newspaper face, etc.) And there's footnotes besides and some 30 pictures, but no the quality we could have had with time and search. I will say there should be more Indian material in it, and I think it much superior, than Drummers and Dreamers except the hard cover.

Let me know the status of you, Brown and the chief. And any help you can be to getting "Strangers off the ground" will be appreciated. I think it will take care of itself thereafter.

Noticed you've been getting in some nice articles in the Sunday sections. I've enjoyed them.

Again, the best and hope you are about ready to "hatch" something.

sincerely

Click Relander

1212 N. 32nd Ave.

January 24, 1963

Shorey's Book Store,  
815 3rd Ave.,  
Seattle, Wash.

Attn. Mr. Todd

Dear Bill:

Going out in mail, addressed to your attention, are five copies of the Treaty Centennial Booklet, now out of print. It has been selling at \$1 with dealer discount to a few. Hereafter it will sell at \$2 but dealer discount will remain 40/60 on that price, as long as there are any to sell.

Billing includes 10 copies of Strangers on the Earth, priced at \$2.25 and with dealer discount making it \$1.35. This contains 63,000 words and about 30 illustrations. While paperback it is a good buy at the price and covers the Yakima Indian field.

It will be out about Jan. 31, perhaps a little later so no payment need be made until books are received or shipped and in this case it should be made to my address, made out to the Yakima Tribe. (See promotion enclosure). So if you wish to send a check as of about that date or dated then, it will be held here by me and I will see the books are mailed to you. I suspect it will move and that your catalogue listing of it will bring you orders. So I will endeavor to keep in touch with you regarding re-order to insure you are kept in stock. It will have some promotion as it gets into gear. Maybe I'm prejudiced, but aside from it not being hard cover, it is much better than Drummers and Dreamers, my hard cover book, contains more words etc. although 100 pages. Regular 8 pt. type instead of the customary page consuming 10 and 12 point in modern fancy books. And it covers many subjects and a wide field of Indian material.

Sincerely

1212 N. 32nd Ave., Yakima.

Click Relander

January 25, 1963

Mrs. Thelma Kim el,  
Kim el's Corner,  
Toppenish, Wash.

Dear Mrs. K, and Mr. K:

Have been wondering what has been going on in your part of the country and hoping to get some views from you and the neighbors about our friend, the Indians.

Meanwhile, another project near an end.

Enclosed find a few "promotion" sheets of the forthcoming "stranger on the land", a paper back enterprise because otherwise the price is prohibitive. Also it's done in standard newspaper font, and covering such fields in 65,000 words that it should sit idly by for six months for checkouts on the various facts.

I'm specifically writing to see to whom I should address a "review" copy on the Tacoma News Tribune. I want to try and get you down on a fairly small list of withdrawn copies and am hopeful you would be willing to write something, not elaborate but just enough to let people in the Tacoma reading radius know, when it is out, about Feb. 5. It is so "complex" in some ways it should take a time to undergoing a thorough checking, but maybe it will get by. The length is longer than Dreamers and Dreamers. The Yakima Centennial, 1889-1955 was around 30,000 and so was Yakima Jubilee 1960. So the price of \$2.25 should be something in days of \$2 pamphlets that sometimes run to only 10,000 or 20,000. I'll be very busy around the issue date, and perhaps things are such you won't care to "mess" just a tiny bit with it in connection with the Tacoma News Tribune, but it would be appreciated, if you would.

Sincerely

(Enclosures stick in case you find Almer in improving health.  
in case you have idea

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to enclose them to a "likely prospect."

January 25, 1963

Mr. Ted Van Arsdol,  
Columbia Basin News,  
Pasco, Wash.

Dear Ted:

Just a note to let you know that about Feb. 4-6 I'll mail you a copy of a 'booklet' I've written for the Yakima Indian Nation called Strangers on the Land. So I'm assuming this address will catch you. If you want it sent to another address, let me know, and if you can put out a 'slip' or so like enclosed to proper places, it will be appreciated.

I call the production a 'booklet' but 63,000 words is considerably in the book class. Had to resort to all kind of short cuts to make it, but you should know Indians. anyway we had to.

I'm hopeful that there is some occasion for some kind of story or little review about it when you see it and that you can send me a copy. Personally I think it is much better, outside of some dull starting and finishing than Drummers and Dreamers, but that's not saying much. Anyway it will speak for itself when it shows up. It probably won't do much toward helping stop the inevitable state criminal and civil jurisdiction but at least it will be for the record. There's a pack of research gone into it, and no doubt there will be some bobbles.

Been wondering what you've been doing. Keep me posted Ted and let me know if there's anything special you'll want. I want to help the Yakimas get Strangers on the Earth 'off the ground.' If it gets in some Northwest papers I think it will get rolling, enough to sell the limited amount being printed and to get the printing cost back, which is what we're interested in.

The best

1212 N. 32nd Ave., Yakima.

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