

M. H. MANUGIAN  
PRESIDENT

CHARLES D'EMERY  
ILLUSTRATOR AND  
LECTURER

# MANUGIAN STUDIOS « SOUTH NORWALK, CONN.

★ PORTRAITURE ★ COMMERCIAL AND SCIENTIFIC PHOTOGRAPHY  
★ ILLUSTRATIONS FOR THE ADVERTISER ★ COPYING AND LANTERN SLIDES  
★ AERIAL PHOTOGRAPHY ★ CAMERAS AND SUPPLIES . . . PHONE NORWALK 4983

May 9th, 1939

Mr. W. C. Simons  
Journal Road  
Lawrence, Kansas.

Dear Mr. Simons:

I suppose you are wondering just when you will receive your movie films. The reason for the delay is that the Eastman Kodak Company has been so swamped with duplication orders that they have had to extend their processing time. Duplication of the 16 MM color film has been more successful than the black and white, and that is the reason for the great volume of duplications.

When I sold you the set of South American Movies, I had estimated that twelve hundred feet would be sufficient to give you a good idea of our cruise, I find however, that as there are two hundred feet of titles added, I would have to eliminate so many interesting scenes that it would hurt the film story very much. The film has now been completely edited and titled and is ready to go to Rochester for duplication, but it was necessary to use four reels and cans with an estimated footage of fifteen hundred feet. This of course will add considerable to the cost and I hesitate about going ahead without your consent.

The films have all turned out very well, and I am quite sure that if you were to see them yourself, you would have some difficulty in deciding what to eliminate, for only the most important scenes of the cruise have been included. However, as the price is so much more than the original estimate, I will let you have the additional three hundred feet at twelve and a half cents a foot, which is only about two cents above the raw film stock. This will bring the cost of the entire four reels to only two hundred and twenty dollars. If this meets with your approval please send me a wire collect at once, as I am holding the film awaiting your approval.

Sincerely yours,

*Charles D'Emery*

P.S. It might interest you to know that two passengers living in this vicinity who have seen the film here at the studio have both ordered a complete set.