Out Check & Mail Kasas at JZ Books Friday 4-12-91 166.10 Saving 5% & Shipping On 12 Books Sylvester Nemes PO Box 3782 Bozeman, MT 59772

APR 1 0 1991

406 587 8301 March 30, 1991

Dear Fly Tackle Dealer:

On the back side of this letter you will find a copy of the dust jacket copy from my new book, SOFT-HACKLED FLY IMITATIONS.

The book was printed here in Bozeman earlier this week and is on its way to Grand Rapids, Michigan for binding in cotton, sail cloth by the John H. Dekker bindery. This should take less than three weeks and the first run of 1500 copies should be available for shipping before May 1. Retail price as you can see is \$27.95. Standard dealer discount is 40%, or \$16.77 per copy. Dealer pays the freight and has 30 days to pay.

WE ARE OFFERING AN EXTRA 5% DISCOUNT AND PAYING THE FREIGHT IF YOU INCLUDE PAYMENT WITH YOUR ORDER. (We have a more attractive offer for anyone interested in 100 or more copies. Please call 406 587 8301 for information.)

We believe the new book will help to increase interest in the soft-hackled fly and would like to remind you we still have a hard bound reprint of the first (1975) book, THE SOFT-HACKLED FLY, (\$16.95 retail, \$10.17 wholesale.) Both books are autographed by me, the author.

Some of you have sold many copies of my books and I want to thank you for making our self-publishing ventures successful. We're going to need your help on this one, too.

Sincerely yours,

Syl and Hazel Nemes

ENTERED ON COMPUTER

APR 1 0 1991'

Rumpl SApril 3, 1991 Dear Mr. Rumpf: Yes, there really is a Soft Hackled Fly Imitations. This is the dust jacket off the press last night. The book will be available around April 25. Shall I tell the binder in Grand Rapids to ship you 100? Retail is \$27,95. You can buy 100 at 55%, freight paid, providing you send check for \$1258 before that time. Sincerely yours, Syl Nemes

Mar 22, 1991 Dear Tom: Enclosed are the two limited edtions : number 105 of THE SOFT HACKLED FLY and number 220 of THE SOFT HACKLED FLY ADDICT. I have also inclosed a bill for 25 copies of SOFT HACKLED FLY IMITATIONS. You are getting thse books at 55% discount, I payt the frieght with prepayment. I will sign these and ship them to you after trhat. Enclosed too is my bill for the limited set. By the way, I got muy watch today. Sincerely yours, Syl

March 22;, 1991

Dear Dave:

Enclosed please find the soft hackled flies you asked for:

From left to right:

Partridge and Green thorax

Partridge and Yellow thorax

Parttridge and peacock herl

Pheasant tail

Partridge and Orange thorax

March Brown Spider

These are all tied onb size 12 Dai Riki o70 sproat hook.

The boides are kept short and sparse. On the green, yellow and orange, the bodies are merely the tying silk with a small ball of haresface for the thorax. I don't think the length of the the barb is critical, but it shouldnt extend ppast the end of the hook. I choose the lighter gray hackles from the partridge for the light colored flies and prefer the darker hackles from the back of the bird for the darker flies...although I dont think it makesa lot of difference and you will find mostly gray hackles on these flies.

My tying silk on the green yellow and orange is Pearsall's Gossamer which is about a 4/0. I dont think the silk is critical, however, but perhaps a 4/0 nylon should be used. I make some of these on a Nor rotary vice, but when I use regular jaw vice, I merelyu wind down to a point between the point and the barb and come back to the head in about 4 or 5 loose spirals. , like a rib.

Yours sincerely,

March 20, 1991 Dear Bill: Enclosed is the table of contents and the introduction to SOFT HACKLED FLY IMITATIONS. These are left overs from previous xeroxs with corrections, or whatever. We are looking at blue lines today and trhe printer still promises Monday, March 25 shipment to Grand Rapids. So here's the deal, and I have made the same one to all wholesalers so there is no favoritisim. Pre Pubulication offer: 100 or more copies at 55% discount, we pay the fsareight and the books will be shipped from the Binder in Grand Rapids aroun April 15. Retail price has been set at \$27.95. 55% brings the book down to \$12.58 per copy. I would expect payment before April 15. (After that the price would be \$13.97 per copy and you pay freight, with 30 days to pay. The same prepublication offer would still be available with payument with order.) Thanks for your consideration. Sincerely yours, Syl

May 15, 1991 Dear Jim: Enclosed are the six copies of IMITATIONS. I hope you are pleased with the outcome. I will also include a $cop\dot{y}$ of the limited edition when they are available around July 1. Jim, I canrt thank you enough for your participation in this book. Many people have already commented favorably on the paintings and partiucularly the brown on tht title page. Again I'd like to soffer you the color separations if you think there is any way you can use them. And we look forward to seeing you here in Bozeman and staying with us while we see fi we cant get some fishing in. Please let me know when you think that might be. Sincerely,

May 16, 1991 John Randolph Rax Fly Fisherman Box 8200 Harrisburg, PA 17105-8200 Dear John: Enclosed is a copy of SOFT-HACKLED FLY IMITATIONS, which I'm sending you for possible review in ;your magaazine. It was nice having Dave Hughes here and I understand he is doining a piece for you on the Mother's Day Caddis, which should help sell the book. We had kind of a shoot out on the Bear trap of the Madison day before yesterday. He was on top with Baetis dun imitations and I was using my MDC castingxlongxdistancesxtoxrisaingxtroutxx in ; the film. It should be interesting to see hwo he handles that. IXAMXMENEX I will do an article on the shf for y ou. It should be in two parts, the old, simply used soft hackle or the new more difficult, more advanced fly for matching the htach. It would be quite a mougthful in 2200 words. Or do you think it might be two articles, back to back. Let me know what you think about the two article idea. Let mew kn; w, too , when yuou're comeing out here. If you have time, I might be able to show you in person the two facerts of the soft hackel. Sincerely,

May 16, 1991 Dennis Bitton The Fly Fisher 1387 Cambridge Idaho Falls, ID 83401 Dear Dennis: Enclosed is a copy of SOFT HACKLED FLY IM: ITATIONS, WHICH I'm sending you for possible reviewing in your magazine and or newspaper. I would appreciate a tear sheet should you choose to revbiew the book, and since it is self=oybksubed I would also appreciate the name of the publisher and address and price of the book, if at all ppossible. Thasnks in advance for your help.

May 16, 1991 Jack Russell American Angler N. Masin Street, PO Box 280 Intervale, NH 03845-0280 Dear Mr. Russell: Enclosed is a copy of SOFT HACKLED FLY IMITATIONS, which I'm sending you for possible reviewing in your magazine. You will notice the book has an introudction by Dave Hughes and he suggested I send you a copy. I would appreciate a tear sheet shoudl you ;choose to review the book, and since it is self-poublished, I would also appreciate the name of the publisher and address and price of the book if at all possible. Thanks in advnace for your help. Sincerely your;s, Syl Nemes

May 16, 1991 Greg Roberts 2542 Emerald Street Eugene, OR 97403 Dear Greg: Enclosed is a coy of SOFT HACKLED FLY IMITATIONS, which I'm sending you for possible reviewing in FLY FISHING. You will notice the book has an introduction by Dave Hughes and it was suggested I send you a copy. I would appreciate a tear sheet should you choose to review the book, and since it is selfpublished would also appreciate the name of the publisher and address and the price of the book, if at all possible. Thanks in adantice for your help. Sincerely your s Syl Nemes

May 16, 1991 Frank Amato Frank Amato Publications PO Box 82112 POrtlasnd, OR 97282 Dear Frank: Enclosed is a boy of SOFT HACKLED FLY IM: ITATIONS, which I'm sending you for possible reviewing in your magazines. You will notice the book has an introudction by Dave and he suggested I send you a copy. I would appreciate a tear sheet should you choose to review the book, and since it is self-pyblished, I would also appreciate the name of the publisher and address and price of the book, p_2^1 lust two dollare for s&H if at all poossible. Thanks in advnace for your help

May 16, 1991

John Randolph Fly Fisherman Box 8200 Harrisburg, PS 17105-8200

Dear John:

Enclosed is a copy of SOFT-HACKLED FLY IMITATIONS, which I'm sending you for possible review in your magazine.

It was nice having Dave hughes here and I understand he is doing a piece for you on the Mother's Day Caddis, which should help sell the book. We had kind of a shoot out on the Bear Trap of the Madison day be fore yesterday. He was on top with Baetis dun im itations and I was using my MDC in the film. It should be interesting to see how he handles that.

I think we should try for two articles, back to back. We could offer the first for less experienced anglers or fore those who dont care to know if their flies are representing those on the water; and the seconf for the more experienced angler who is not happy fishing unless he knows he is imixaxingx fishing a mtaching pattern.

Perhaps after you've looked at the new book, you might MAXMEXAXBEXIMIXXX ideaxaxxxxxxxxx have a more complete picture about the writing.

Try to xxxx plan a day with me when you come out.

May 16, 1991 Verlyn Klinkenborg Book Editor Fly Rod and Reel PO Box 370 Camden, ME 04843 Dear Verlyn: Enclosed is a copy of SOFT HACKLED FLY IMITATIONS, which I'm sending you for possible reviewing in Fly Rod and Reel. I also want to take this opportunity to congratulate you for making the cover of the NEW YORK TIMES book review. I hope the Buffalo book is doing well for you. I would appreciate a tear sheet. Sincerely yours, Syl Nemes

May 16, 1991 Frank Golad Sports Afielld Dear Mr. Golad: Enclosed is a copy of SOFT HACKLED FLY IMITATIONS, which I'm sending you for possible reviewing in Sports Afield. I would appreciate a tear sheet shoudl you choose to review the book. And since the book is self-published I would also appreciate the name of the publisher and address and the price of the book, if at all possible. Thanks in advance for your help. Sincerely yours, Syl Nemes

May 23, 1991 Charlie Matter 1508 Memorial Ave Williamsport, PA 17701 Dear Charlie: Here are THE SOFT HACKLED FLY and SOFT HACKLED FLY IMITATIONS, which justr came out. Also inclosed is a photo. We agreed to do the signing Friday Evening, 6-9 pm. July 12, tentatively. I will wait to here from you about sending all the books. Sincerely yours. Syl Nemes

Syl Nemes PO Box 3782 Bozeman, MT 59772 406 587 8301 June 1997

Dear David:

Here's your salmon rod and I want to thank you for the privilege of using it in Scotland. A couple of ghillies on the Dee tried the rod and loved it. They thought it was so light. I think the Scots like 15's with heavier weight lines. Your rod handled long distance roll casts, but did not do too well on overhead casts. It seemed to collapse when the line was fully extended, Or perhaps, I was applying too much power to it.

I would also like to tell you about lines for this rod. I had a double taper Mastery floating 8 sent from the US, but it was too large of a diameter and seemed to float in the air. It also was too much for a 3 and 7/8 Perfect. I bought a British double taper 8 Masterline for only about 11pounds and it fit the reel and seemed to cast better. I think the American lines are too blown up because the makers think it will float better, but it doesn't cast too well.

I have to deliver the chapters for SIX MONTHS IN SCOTLAND to Stackpole by August. Several chapters are already completed, and I have done an article for John Randolph on the current picture of salmon fishing in Scotland, for the October issue. The Winston rod is mentioned in the chapters and in the article.

I saw the Cairnton water on the Dee, which was the location of "Greased Line Fishing for Salmon" by Jock Scott. It is available to rent, now that the fishing has declined and owners are asking for catch and release. Would a company like yours consider an assault on the river with Winston rods and Syl Nemes "Salar's Nemesis"?

But, thanks again.

SvI

PS. The "English Patient" was showing very well in Soctland, but we saw it here when we came home in Feb. Great film, but very different from the book.

Fyl: The was returned to Lay, June of

Syl Nemes PO Box 3782 Bozeman, MT 59772 406 587 8301 Jan 12, 1995

Dear Fly Fishing Friend:

Well, I'm writing you to tell you about my new book, SPINNERS, the first book dedicated solely to adult mayflies. I spent three years collecting, studying and identifying spinners (with the help of an entomologist from Montana State University). The book records dates of appearance, molting and mating habits and colors, shapes and sizes of nearly 40 species. There are more than 30 new spinner patterns which are quick and easy to tie from readily available materials. A new winging method (the most difficult part of tying a spinner as you know) is described using only hackle fibers which are divided, flattened and pulled with wetted or waxed thumbs and forefingers. (No difficult figure 8's.)

New patterns, like Syl's Gold Plated Spinner™ and Syl's Gold Tail Spinner™ are highly productive during a spinner fall and are also very effective during the hatch of duns. There are also dun/spinners with the body of spinners and wings of duns to be fished anytime, and doubles, two small flies tied on larger hooks for

better visibility and better hooking.

The book is 6 x 9, with 157 pages of black and white text and with a 16 page color section featuring some rare macro photos of spinners including one just

molting out of its dun skin.

The book features fine vellum binding from Dekker Book Binding in Grand Rapids, Michigan, and should be ready to mail befor the end of January. This milestone book will retail for \$34.95, but I'm writing you with a pre-publication offer of \$30.00, post paid, which means you'll receive your first edition, signed copy long before the book will be available in stores and fly shops, if you send your check now. You will also save several dollars.

If you want to find out more about the book, please call me at 406 587 8301. You can also charge the \$30 to your Visa or Mastercard credit card.

Sincerely,

Syl Nemes

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Syl Nemes PO Box 3782 Bozeman, MT 59772 Fax Number: 406 587 1813

June 26, 1995

To: George Lenzi

Fax Number: (33) 44 90 07 08 (Compiegne, France)

Dear George:

We're glad to hear you're coming to visit us and this is to let you know our house will be available to you on July 30, 31, August 1 and 2.

If you are planning to stay longer than that and would like me to reserve a motel for you, please let me know.

Sincerely yours,

Syl

406 587 1813 FAX NUMBER

Syl Nemes PO Box 3782 Bozeman, MT 59772

June 8, 1995

Dear Fly Fisher:

I got your name from the Michigan Fly Fishing Club, because I made a donation to the club's conservation club. I'm the author of three books on soft hackles, the last of which was SOFT HACKLED FLY IMITATIONS, 1991, which I self published and which has sold more than 6000 copies.

In IMITATIONS I tried to adapt the simplicity and effectiveness of traditional soft hackled flies to some of the major hatches on American trout waters. The new patterns include a midge, pale morning dun, four baetis patterns, two tricos, callibaetis, green drake, Mother's Day Caddis, rusty spinner, mahogany dun and freshwater shrimp. Fly shops in many parts of trout country carry some of these new patterns.

The first edition, hardbound book retails for \$27.95, but in this special mailing, I'm offering it with my personalized autograph for \$20.00, postpaid. For only \$3. more, I'll include the mother's day caddis, tied by me and tipped in on the pre title page, where I write, "my mother's day caddis above."

To order, call 406 587 8301, or send your check or money order for \$20 for the book only, or \$23 for the book and the fly to SYL NEMES, PO Box 3782, BOZEMAN, MT 59772.

You'll like the book, or you can return it for your money back.

Sincerely,

Syl Nemes mailed July 3

Syl lets go for a book plus fly, My fishing partner, Peter Koper, has met you and talked about the Rusty Spinher tied with hen hackle wing for better film penetration, Thanks for the letter. Peter Gorton

SYLVESTER NEMES PO BOX 3782 BOZEMAN, MT 59772

January 18, 1990

John J. McGrath 1265 Dover Hill Road Santa Barbara, CA 93103

Dear John:

Enclosed you will find a transparency of a new fly frame I did of the 14 soft hackles in my first book.

It is the first I've evern done with the flies mounted on those plastic pegs. Twelve of the flies are tied on size 12 and the xxwx two snipe patterns are tied on 14'4 because they look better on the smaller size.

There is complete $\mathbf{x} \times \mathbf{x}$ authenication on the back and a list of the flies in order, and this is signed by me.

I don't think I will make more than 6 of these, and the price would be \$300. Please let me know if I should make one for you.

Sincerely yours,

Svl

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SYLVESTER NEMES PO BOX 3782 BOZEMAN, MT 59772

February 15, 1990

Dear Robert:

I checked our framing sources here in Bozeman and I can get the frame in gold leaf and the gray and burgundy border. But it will cost\$52.00 more. or \$352.00 altogether.

Please let me know if I should go ahead with this.

Thankyou.

Sincerely,

pp. Delivalit will walse a putty file.

2/21/90

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KNOW AND #!

Thurbs: AM

Mar 22, 1991 Dear Tom: Enclosed are the two limited edtions: number 105 of the SOFT HACKLED FLY and number 220 of THE SOFT HACKLED FLY ADDICT. I have also enclosed a bill for 25 copies of SOFT HACKLEDF FLY IMITATIONS. You are getting these books at 55% discount with a prepayment. I will sign these and ship them to you when they are available in mid april. Enclosed is my bill ;; for the limited set. By the way, I got my watch today. Thank Gene for me. Sincerely ; yours, Syl

May 16, 1991 Dear Tom: WMMAA The inscribed copu of SOFT HACKLED FLY IMITATIONS is little enough to We've used about half the list of your subscribers and have pulled very well in sales of SOFT HACKLED FLY IMITATIONS. Thanks very m,uch for the use of the list and Ihope yuou enjoy your copy.

SYLVESTER NEMES PO BOX 3782 BOZEMAN, MT 59772

April 3, 1991

Dear Jim and Cynthia

Enclosed you'll find the results of all of the fine work you diafor the book.

Your 'fish' came just in time. We had already designed the title page in the traditional, one page style with just one of your flies in the center. Then along comes the 'surpirse' and my daughter and redesigned the title page to ≨include the fish.

This increased our expenses on color separaTIONS, BUT NOW I think it's worth it.

The dust jacket was just printed last night and I thought you might like to see the whole thing even thought it's unbound. The rest of the book is in Grand Rapids, Mich, where they will be bound. We should have finished copies around the 25th of april. I will shed you six at that time. We will do a limited edition in about three months and I will send you a copule of those, too. (This is all very small apyment for such beautiful work.)

If you want to do anything commercial with the flies and the fish, you can borrow the color separations. The color house here, which just went into business, had to redo the negs twice before they got rid of any background.

I am having excellent midge finsing here now with the Syl's Midge. don't wait too long to come and visit us. And your welcome antly ime.

And thanks again. I cant find enough ways to do this.

Sincerely,

Syl

Syl Nemes PO Box 3782 Bozeman, MT 59772

February 1, 1991

Dear friend of the Soft Hackle:

You may have heard I have been working on a new book on soft hackles since my retirement here in Bozeman, Mt. Now, after three years testing new patterns and one year writing, SOFT HACKLED FLY IMITATIONS is finished and will be published sometime in April by me and my wife, Hazel.

This is the most advanced and perhaps the most enlightening of the three books I've written on the soft-hackled fly because each pattern was designed to be used during the rise of certain trout insects. There is a midge, pale morning dun, four baetis, two tricos, callibaetis, green drake, mother's day caddis, mahogany dun, rusty spinner, and freshwater shrimp. There are also six soft-hackled patterns for eastern waters designed by a good friend of mine who fishes in the Catskills most of the year. If I've left out your favorite hatch, there is a chapter on designing your own soft hackles to help you match the hatches in your own backyard.

All of the new imitations are as easy to tie as any soft hackle, still basically a two part fly of body and bird or hen hackle. You will see all of the flies in color, photographed, as well as painted by James Marc, fine artist from California who also happens to be an avid fly fisherman. Included are all of the new dressings and tying and fishing instructions on most of the great trout water in Montana and Idaho.

SOFT-HACKLED FLY IMITATIONS also has an introduction by Dave Hughes, himself a proponent of the soft-hackled fly.

The 6 \times 9 inch, 120 page book is bound in fine sail cloth and will retail for \$27.95. I'm writing you with a pre-publication offer of \$22.95 ppd. This means you will be first in the country to receive your first edition copy, autographed by me, long before the book appears in stores and fly shops, if you send your payment now.

Thanks for your previous purchases, phone calls and letters. Now, there is quite an army of followers and believers in the soft-hackled fly.

Sincerely,

Syl Nemes

Syl and Hazel Nemes PO Box 37682 Bozeman, MT 59772 406 587 8301 December 27, 1999

Dear Judith:

Happy New Millennium!

Here are the printing and sales histories of IMITATIONS and SPINNERS. IMITATIONS was printed here in Bozeman, at Color World printers, April 1991. There were 5000 copies printed at that time, and 3000 copies printed in June, 1993. Two hundred copies were turned into limited editions, leaving 7800 copies. If we subtract the 335 remaining copies, we show a total sale of 7465 copies.

SPINNERS was also printed at Color World in October, 1995. There were 5000 copies printed. Two hundred copies were turned into limited editions, leaving 4800 copies. If we subtract the 840 remaining copies, we show a total sale of 3960 copies.

I hope this is the information you requested, but please feel free to seek more information.

When we discussed the sale of the books with you in Salt Lake City, you showed an interest in buying SIX MONTHS IN SCOTLAND if the other two titles were included. Does this possiblity still exist?

We are anxious to know what Stackpole is willing to offer for the remaining copies, the rights and the printing films. Can you estimate how long the payment for the films and the rights might be at this time?

Hazel and I want to thank you again for your continued support and interest in my (our) books. Were sorry it took so long to respond to your letter but holidays seem to claim their own time, don't they?

Sincerely,

Hazel and Syl

Svl Nemes PO Box 3782 Bozeman, MT 59772 Feb 18, 1994 Dear Judith: I have your letter of Feb 7, but before we go any further with plans for SPINNERS we must straighten out the contract. The advance is ridiculous. The total does not even cover photo and travel expenses thus far. And 10 percent royalty based on the publisher's actual net receipts means very little and should be based on number of books sold...not profit, which can be such a nebulous thing. The reason I self published IMITATIONS, the ADDICT and THE SOFT HACKLED FLY is because publishers will not pay an author what the book is really worth. It is vanity publishing, except the author doesn't actually pay to get his work printed. At my age I don't need vanity... I need cash. From the three books, I know how much it costs to produce a book, (not counting the writing which according to publisher's advances is negligible), and I know how much money can be taken in. We have sold out of the first 5000 copies of IMITATIONS and took in \$65,000 since May 91. And this was with no advertising and no sales agents. I see SPINNERS coming out retail at \$30, (based on IMITATIONS and based on the large amount of color and the research and the original idea of the book. If you sold the book at 55% discount, you would take in \$13.50 per book. It would be easy to sell 20,000 copies by the century's end which would bring in \$270,000. After that the book should sell regularly but at a much slower pace until at least 2025. (Look at THE SOFT HACKLED FLY, first published 1975.) An advance for SPINNERS of \$25,000 is reasonable, \$10,000 now and the remaining \$15,000 split over the next two years, 1995 and 1996. Royalty should be based on 10% of every book sold at the price you sell it, not the amount of profit you might make. I will also request 300 sets of signatures of the printed book (not bound) for a limited edition of my own, shipped to a binder to be named at a later date. Sincerely, Syl 1

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3. Designing the book, SPINNERS, myself, or approving the design before you go to press. 4. Requesting 300 sets of signatures at your actual cost of the printed pages for a limited edition, made and sold by the author. I want to thank you for the enthusiasm you've shown for SPINNERS and the suggestions you have already made. We seem to be running in parallel paths. I want to apologize for not responding sooner and seeming so abrupt after your last offer, but once the the nice weather came in 94, it seemed I could only concentrate on collecting the insects, and writing their chapters. In one of your letters you asked if I wanted a delivery date a year from January 14, 1994. Well, it's January 12, 1995. And it's nearly delivered. Sincerely, Syl

Syl Nemes PO Box 3782 Bozeman, MT 59772

Feb 18, 1994

Dear Judith: FAX: 717-796-0412

I have your letter of Feb 7, but before we go any further with plans for SPINNERS we must straighten out the contract.

The advance is unacceptable. The total does not even cover photo and travel expenses thus far. And 10 percent royalty based on the publisher's actual net receipts means very little and should be based on number of books sold...not profit, which can be such a nebulous thing.

The reason I self published IMITATIONS, the ADDICT and THE SOFT HACKLED FLY is because publishers will not pay an author what the book is really worth. It is vanity publishing, except the author doesn't actually pay to get his work printed. At my age I don't need vanity...I need cash.

From the three books, I know how much it costs to produce a book, and I know how much money can be taken in. We have sold out of the first 5000 copies of IMITATIONS and took in \$65,000 since May 91. And this was with no advertising and no sales agents.

I see SPINNERS coming out retail at \$30, (based on IMITATIONS and based on the large amount of color and the research and the original idea of the book.) If you sold the book at 55% discount, you would take in \$13.50 per book. It would be easy to sell 20,000 copies by the century's end which would bring in \$270,000. After that the book should sell regularly but at a much slower pace until at least 2025. (Look at THE SOFT HACKLED FLY, first published 1975.)

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Sincerely,

Svi

Sylvester Nemes PO Box 3782 Bozeman, MT 59772 February 5, 1993

Judith Schnell Stackpole Books PO Box 1831 Harrisburg, PA 17105

Harrisburg, PA 17105 Fax 717-234-1359

Dear Judith:

We have your Februrary 1 offer and we are still not very excited.

In fact, it is the same as your letter of January 4, when you upped the advance \$1,000 per title. (\$8,000 total)

We'll accept the \$3,000 for each film set outright (\$6,000 for both books), but the advance should be \$3,000 for THE SOFT HACKLED FLY and \$4,000 for THE SOFT HACKLED FLY ADDICT. (\$13,000 total plus the 10% net royalty.)

We would accept almost any kind of payment schedule: \$6,000 when we sign the contract. The \$7,000 advance some time early after the first of the year, 1994, or split in two payments during 94.

The ADDICT is a very hot book. I had five or six people ask about it at the NJ show and I sold 3 copies of the limited edition of it for \$95. each. One man came up with a used copy he found at Judith Bowman's and he paid \$45. for it. (That was low.) We also had a letter, in which the writer said he heard it was being reprinted and there were five people in his fishing family who were waiting for the printing. This morning, a man called from Oklahoma looking for the book, and he bought a limited at \$95. True, these are isolated cases, but readers of SOFT HACKLED FLY IMITATIONS are finding out about the middle book from the introduction and are seeking copies. (We have sold slightly more than 4000 copies of IMITATIONS with only two reviews that I know of. The book was available in May, 1991, and we showed total sales of \$31,000 for that year.)

We feel this offer is very realistic. The advances are not exhorbitant. And the film sets, in addition to saving money, will speed the publication and save man hours.

I was happy to see you at the show.

Sincerely,

Syl y Ym can farto me at 406 586-2837

Sylvester Nemes PO Box 3782 Bozeman, MT 59772 February 5, 1993

Judith Schnell Stackpole Books PO Box 1831 Harrisburg, PA 17105

Dear Judith:

We have your Februrary 1 offer and we still are not very excited.

In fact, it is the same as your letter of January 4, when you upped the advance \$1,000 per title. (\$8,000 total)

We'll accept the \$3,000 for each film set outright (\$6,000 for both books), but the advance should be \$3,000 for THE SOFT HACKLED FLY and \$4,000 for THE SOFT HACKLED FLY ADDICT. (\$13,000 total plus the 10% net royalty.)

We would accept almost any kind of payment schedule: \$6,000 when we sign the contract. The \$7,000 advance some time early after the first of the year, 1994, or split in two payments during 94.

The ADDICT is a very hot book. I had five or six people ask about it at the NJ show and I sold 3 copies of the limited edition of it for \$95. each. One man came up with a used copy he found at Judith Bowman's and he paid \$45. for it. (That was low.) We also had a letter, in which the writer said he heard it was being reprinted and there were five people in his fishing family who were waiting for the printing. This morning, a man called from Oklahoma looking for the book, and he bought a limited at \$95. True, these are isolated cases, but readers of SOFT HACKLED FLY IMITATIONS are finding out about the middle book from the introduction and are seeking copies. (We have sold slightly more than 4000 copies of IMITATIONS with only two reviews that I know of. The book was available in May, 1991, and we showed total sales of \$31,000 for that year.)

We feel this offer is very realistic. The advances are not exhorbitant. And the film sets, in addition to saving money, will speed the publication and save man hours.

I was happy to see you at the show.

Sincerely,

Syl

November 2, 1990

Judith Schnell Stackpole Books BO Box 1831 Harrisburg, PA 17105

Dear Judith:

Enclosed you will please find two more parts to SOFT HACKLED FLY IMITATIONS.

One is the appendix and the other is a series of quotes from other books which I'm suggesting at the heading of the various chapters. Each quote, in some way, pertains to the chapter. This was common in older books, for example, John Waller Hills, HISTORY OF FLY FISHING FOR TROUT. The quotes make the chapters richer, I believe.

I must be in Chicago by November 13, which means I'm going to leave here by around the 10. I hope to see your offer by that time.

Sincerely yours,

Syl Nemes

SYLVESTER NEMES PO BOX 3782 BOZEMAN, MT 59772 406 587 8301 January 15, 1990 Judith Schnell Stackpole Books PO Box 1831, Cameron and Kelker Sts Harrisburg, PA 17105 Dear Judith: You obviously didn't know, but we, my wife and I, reprinted THE SOFT HACKLEDFLY in December of 1988. So I'm afraid only the ADDICT would be available at this time. You could take on the ADDICT now and the first book when it is depleted in a year or two, or more. Or you might want to buy the copies we have left. I think I better include a copy of it here so that you can see what it looks like. The binding is a 100% cotton sail cloth and we would be talking about two thousand plus a few hundred remaining to sell. The remaining two thousand copies are at the bindery in Grand Rapids. I believe they are glued and sewn but do not have the binding on. We have made this arrangement with the binder to reduce the amount of our immediate investment, plus storage consideration. I really think we should concern ourselves with the ADDICT only, however and think about the other book at some other time. Sincerely, Syl Nemes

Syl Nemes PO Box 3782 Bozeman, MT 59772 March 7, 1994

Judith Schnell Fax: 717 796 0412

Dear Judith:

Was I supposed to get \$3500 advance (\$2000 for Addict and 1500 for Soft Hackled Fly) on February 1st, 1994? Or am I reading to contract wrong?

Also, I just received the 1993 royalty statement for 93 on "Learn How to fly fish in one day" and cannot understand it. From 855 books sold I earned \$254.90. From 51 copies returned I lost \$254.90. This doesn't make sense.

Sincerely,

Syl



KWIK-KOPY PRINTING

702 WEST MAIN STREET BOZEMAN. MT 59715 (406) 586-8553

FAX COVER SHEET

DATE Man 9 94

PAGE 1 OF PAGES

FROM Syl Vernes

FAX# 406-587-1813

TO Judith Schnell

FAX# 717 796 0415

FOR ANY PROBLEMS WITH THIS TRANSMISSION CONTACT US AT:
FAX# 406-587-1813 OR
PHONE# 406-586-8553

MONTANA

Syl Nemes PO Box 3782 Bozeman, MT 59772 March 7, 1994

Judith Schnell Fax: 717 796 0412

Dear Judith:

Was I supposed to get \$3500 advance (\$2000 for Addict and 1500 for Soft Hackled Fly) on February 1st, 1994? Or am I reading the contract wrong?

Also, I just received the 1993 royalty statement for 93 on "Learn How to fly fish in one day" and cannot understand it. From 855 books sold I earned \$254.90. From 51 copies returned I lost \$254.90. This doesn't make sense.

Sincerely,

Septemeber 20, 1992

Dear Barry:

This is to confirm our phone call and to tell you I would like to have the space at the show in January and to teach the class on soft hackled flies.

We also agreed to extend the room payment and the \$50.00 per day to three days instead of two as per your letter of September 3.

For the class, you could advertise it as a hands on tying session so students could bring thier tying kits with them. Some materials such as hackles would be included. There would also be information on fihsing soft hackled flies.

I will send you a photo of myself and try to make sure it was taken during the last year or so.

Sincerely yours, and thnanks for asking me.

Syl

October 25,1990

Ted Ward Trico Ret Plan 200 Hwy 71 Spring Lake Hts, NJ 07762

Dear Tedd:

I was sure happy to find you and as I explained on the telephone, I was Just going to use your dressings in the appendix. Now, I understantd you will send me the dressings and some hints on fishing. This stuff will still remain in the appendix because I think it's a good idea to keep it separate. (I don't want people comparing your better writing to mine on the same page.)

So enclosed is the manuscript. I have made some corrections on the introduction which I haven't had time to correct in the computer. They are not that critical and should not confuse you. The rest of the chapters are quite close to finish because I have had the help of Dean Yannias on the editing.

I think I mentioned that Dave Hughes has agreed to do an introduction.

My next step is to wait for word from Stackpole. If their offer is more than satisfactory, we might give them the new book and the old ones and be out of the publishing business. If not we will do it ourselves and I will be in Chicago in about two weeks working with the editor and designer on the book.

After you have a chance to read the manuscript, I would like your reaction to it.

So I look forward to receiving your dressings and instructions. If I make any changes in it, I will send you a copy of the edited version before publication.

Also pursue the pain to get me into some clubs in your area next winter and spring. I will have a slide show prepared on the new flies as well as on the tradtional soft hackles.

Thanks for your participation in the book and for showing up.

Sincerely,

November 10, 1990

Dear Dave:

I got your forward yesterday, just in time to take to Chicago tomorrow.

I'm thrilled and I read it three or four times, although it's strrange reading something quite personal written about oneself. It's a little embarassing, I guess. I agree with you on a last chapter where the reader is assisted in designing his own soft hackles for backyard problems. I had been thinking the thing wasn't complete and for a time I thought of a wind up chapter with fishing instructions. But those are covered quite well throughout although not all in one place.

The heading for y our suggestion could be something like BE YOUR OWN SOFT HACKLED FLY DESIGNER.

I believe I told Judith you might do the introduction. I will send her a copy of it, That should clinch their offer and make me a millionaire.

Well, I can't thank you enough. But I hope to find a way.

yery sincerely,

. . .

January 11, 1991 Dear John: Enclosed you will find a couple chapters from my new book, SOFT HACKLED FLY IMITATIONS. It should be on the market by May 1, this year. We are self publishing.xftmxxtmxmingxxxx downxoffersxfromxStackpolex The last time we met, you said you might want to see something on soft hackles. The new imitations include, a midge, Mother's Day Caddis, Pale Morning Dun. 4 baetis patterns, a Callibaetis, two tricos, a Green drake and a freshwater shrimp. You will read about a Magamaxx Munxx inxthexchapterxonxdoingxsoftxhacklexinitationsxxourselfxxxMahagony dun as well in the chapter on creating your own soft hackles. If you might be interested in any of the other chapters instead of the two I bend you please let me know which one or more you might be interested in. I realize it is difficult to take a single chapter and publish it NECKNINGEXXXXX as is because of kbexknamx its reference to other things in the book.xxamdxtherexx I am willing to re write and inchmakementements suggest art and or photography which might help round out the chapter enough to publish as an article. For example, I maxxwill have maintingsxmfxallxmfxtmexxlfiesxxxx all of the flies painted in a loosexxetherealxxxxx style which we are using throughout the book instead of macxro photos. Please let me hear from you as soon as possible. Sincerely, Syl Nemes

Jan 11, 1991 James Butlerr: Dear James: Enclosed is a new calassified ad I would like you to run for the next three issues. Enclosed is my check for \$90.00. If the ad can appear before May 1st, please add the words: avail May 1. In another letter, I will send you a couple chapters from the book to see if you might like to print one of them. Thank Sincerely

Oct 25, 1990

Howard Dekker John H Dekker & Sons 2941 Clydon Avenue SW Grand Rapids, MI 49509

Dear Howard:

I just received a statement and cant figure out how I still owe \$2,052.51.

Can you have your people go over the bills and show the payments I made to see if they agree with my records.

Would you also consider some kind of discount for 1205 copies of THE SOFT HACKLED FLY, shipped 2/8/89 without the color sheet inserted I spent a couple hundred hours gluing the page in the books.

I have finished recently SOT HACKLED FLY IMITATIONS. The manuscript is at Stackpole, but we are leaning towards self publishing again. I will let you more about that later.

Thanks always for your consideration.

Sincerely,

SVI

Oct 15, 1990

Dear Bill:

I did not know you tried to reach me and I'm sorry if my first letter to you seemed pungent.

If you just return THE SOFT HACKLED FLY ADDICT limited edtion we will be all squared up.

Sincerely yours,

SYLVESTER NEMES PO BOX 3782 BOZEMAN, MT 59772 October 26 1990 Ted Ward Trico Ret Plan 200 Hwy 71 Spring Lake Hts, NJ 07762 M Dear Tedd: I was sure happy to find you and as I explained on the telephone, I was just goint to use your dressings in the appendix. Now I understand you will send me the dressing some some hits on fishing. This material will still remain in the appendix, because I think it's a good idea to keep it separate. (I don't want people comparing your better writing to mine on the same page.) So enclosed is the manuscript. Please note in the preface how I have handled your contribution. What I need from you then are the following: 1. Style of hook and size, or name of manufacturer. 2. Name of pattern and dressing. 3. Fishing information for each pattern if available.

After you have a chance to read the manuscript, I would like your

Please prsue the plan to get me into some clubs in your area next winter and spring. I will have a slide show prepared on the new

Thanks for your participation and for showing up. And ahello to

reaction to it. I welcome suggestions and criticisms.

flies as well as on the traditional soft hackles.

that good looking lady you live with.

Sincerely,

October 26, 1990

Dear Dean:

Enclosed is the manuscript after I incorporated all of your suggestions and corrections in it.

Since you were here, I have heard from Tedd Ward and he will send me the dressings for his 5 flies for the eastern rivers. Do you have any special feelings about including this in the book? I want to keep it in the appendix where will also be included all of the patterns in the book. I think we talked about this, however.

I have found a method to copy my cpm computer disks onto IBM dow disks and will have that done and carry them with me when I come to Chicago around Nov 3. The other two books were set in Palatino. Let me know if the disks on IBM will be all right. Also find out what my costs for the ;type setting will be....if any.

Since you were here, Hazel and I fished in the Park, last Friday, Saturday, Sund and monday. It was bitter cold the first three days almost numbing so you can't tie leaders or flies on. Monday was the nicest. But we got awfully big fish on Sun and Monday, in th 22-24" size mostly browns.

Hazel is in Michigan and will motor to Fla next week.

I have not used your suggested chapter subtitles, but I'm still open to this kind of suggestion.

Thanks again, thankless.

Sincerely

January 10, 1990 Dear Al: I was very x内内内 happy to hear that you would design the dust jacket. Enclosed are 5 transparencies of me xxxx studying and photographing Green Drakes and Pale Morning Duns on the Henry's Fork, June, 1990. Any of these slides might work on the back cover. Be sure to include the name of the photographer, Victor H. Colvard, if you set any type. With xmexxmx this photo on the back xxx cover, it will probably not be necessary to include the head shot of me on the inside flap. Also on the back cover, I would like you to find room for one quote from the book. It is from the introduction by David Hughes. The copy is: Headline: From xhexinxroducxion Dave Hughes introduction to SOFT-HACKLED FLY IMITATIONS. "This new book can be seen in light as a treatise on the most important hatches: hot to match them with soft-hackles, how to fish those flies and take trout in this new way. It's an important book in that respect alone. But it can also be seen as a method: as a departure point for learning to recognize your own hatches, and learning to construct your own soft-hackled magic to match them." For the cover, I would like to suggest you use one of the macro phots of the living insects and the imitation lying next to it. To me that says IMITATION immediately. I have included a rough of what I have in mind. Thanks again for considering to do the waxx job. Sincerely, Syl Nemes

August 13, 1991 Slayton White Asst Managing Editor Field & Stream 2 PaRK Avenue New York, NY 10016 Dave Hughes asked me to tie some soft heackle for you so here they are. I guess these are for an article about the flies appearing in December. If you use the side bar the price is \$27.95 plus \$2 for shipping. The address is as above. Thanks in advnace. Sincerely yours, Syl Nemes

August 24,1991 Save HallUm pqua Dage Hall Umpqua Feather Merchants PO Box 700 \$₹\$\$\$ 17537 N Umpqua Hwy Glide, OR 97443-0700 Dear Dave: I received your express mail with the six flies and you asked me to give you my comments. 1. Over all, they look quite close to my flies. They are sparse and theymaxkiexx are not over hackled, which is the common mistake. The flies should never have more tahn two turns of the hackle. 2. All of the flies should not be tied with the gray hackles from the breast only. We should use some of the darker featherws from the back of the bird with brown, light brown, or even an olive tint. I have xximmxxxxmxxxxxxx included a few samples of actual flies and someloose feathers. The lfies with light feathers should not be separated from those with dark, but they should be mixed together in MOXEMEN in the same dozens and in the same boxes. If you mix the lights and the darks, you will have a very nice assortment of soft hackles, they way thexx I like to tie them. Sincerely yours, Syl Nemes

I received your express mail with the six flies and you asked me to give you my comments.

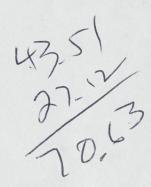
- 1. Over all, they look quite close to my flies. They are sparse and they are not over hackled, which is the common mistake. The flies should nevber have more than two turns of the hackle.
- 2. A ll of the flies should not be tied with the gray ;hackles from the breast only. We should use some of the darker feathers from the back of the bird with brown, light brown, or even an olive tint. (You will be wasting a lot of the skin if you ;use only the light colored feathers.) I have included a few sample of actual flies and some loose feathers. From my samples, you will also see that the hackle is a bit more swept back than your flies, although not much.
- 3. Thge flies with light feathers should not be separated from those with dark, but they should be mixed together in the same dozens and in the same dboxes.

If you mix the lights and the darks, you will have a very n;ice assortment of soft hackles, the way I like to tie them.

Feb 20,1992 Depitouvalsi: If have #175 I the 5Ht Hackled Aly mitations pepared toryou The pice is Please send \$135 me a cheels and I will soud you the books Trames for y Jucless -Syl

del 3/5/92

April 4, 1990



Dear Grahame:

This is the way I've figured our finances resulting from the Denver show:and UPS lat er:

There were 7 purchases that we put on your Visa machine: David, Ben, Phil Andy, Ron Brett and Ben which came to 121.70. Subtract 6% and we come up with \$114.40.

The UPS bill for sending all your stuff to Dave Inks came to \$43.51.

The check you borrowed for wine was \$148.70.

Then you sold two books on consignment in San Mateo. You get 20% for those. \$33.90 less 6.78 comes to \$27.12

That's what you owe me.

I Owe you \$120, for half the room. That was four days at \$28 plus \$8. for tax.

I have two fly lines at \$18 each. So that's \$36.00. And two spools of silk thread at \$1.00 each. Add \$2 more.

What	you owe me	.\$333.73
What	I owe you	. 158.00

The difference is

\$175.73.

After you left the Denver show, the fellow from Colorado Angler came over and took \$40 worth of lead. His name is Ray Saoo, The Colorado Angler, 1457 Nelson, Lakewood, CO 80215. Your supposed to bill him for 40 packets of lead. His phone number is 303232 8298.

Please send me a check for the difference and thanks for having me in your booth. I've also enclosed copies of transactions from .—— over UPS. And you're still invited to come here and stay with us.

Sincerely,

Syl

Syl

Syl Nemes PO Box 3782 Bozeman, MT 59772 406 587 8301

August 27, 1992

Dear Mr. Balkin:

Five or six years ago, you read a couple of chapters from GOODBYE CROWN POINT, a novel I wrote about a lady sheriff and John Dillinger, in Indiana in 1934. You liked the last chapter and suggested if the whole book were written with the same 'quality and pace of that segment throughout...' you might be inclined to take it on.

I have rewritten the whole book and am wondering if you might like to see some or all of it again.

Please write me or call collect, 406 587 8301.

Sincerely,

Syl Nemes

SYLVESTER NEIVIE. PO BOX 3782 BOZEMAN, MT 59772 June 2, 1993 Dear Tom: Here are the 36 more soft hackles you asked for a week ago or so. These are the starling and olive from the new book if anyone asks. That makes 72 that you owe me for. And now you have 88 more copies of IMITATIONS. I would like to get this cleared up so that we can start with a clean slate. The last big purchases I made were a small Hardy Perfect and a pair of Danner boots. You probably have these recorded. I still had about \$100 coming from you after that. Then, more recently were a pair of hippers and the two handed Sage. So it looks like \$1229 for the 88 copies and \$72. for the 72 flies which comes to \$1301. I have Please subtract from that included an invoice for that amount. any other purchases your records show. In a month or so I will have to print more IMITATIONS and will need the cash. How did you like that purchase from my French friend. And it was nice of Eric to give him the discount. I never asked and I think my friend was quite surprised. That could be a lucrative beginning for you. Sincerely, Syl

June 2, 1993

Dear Tom:

Here are the 36 more soft hackles you asked for a week ago or so. These are the starling and olive from the new book if anyone asks. That makes 72 that you owe me for. And now you have 88 more copies of IMITATIONS. I would like to get this cleared up so that we can start with a clean slate. The last big purchases I made were a small Hardy Perfect and a pair of Danner boots. You probably have these recorded. I still had about \$100 coming from you after that. So it looks like \$1229 for the 88 copies and \$72. for the 72 flies which comes to \$1301. I have included an invoice for that amount. You can add back any of the \$100 your records show I have coming and add it to the amount, or subtract from the \$1301 if your records show different.

In a month or so I will have to print more IMITATIONS and will need the cash.

How did you like that purchase from my French friend. And it was nice of Eric to give him the discount. I never asked and I think my friend was quite surprised. That could be a lucrative beginning for you.

Sincerely,

Syl

Syl Nemes PO Box 3782 Bozeman, MT 59772 June 29, 1993

Dear George:

Well, as you may know by now, the Doblers came and stayed with us and I think they had a good time. I fished with them on the Big Horn where they got some very large rainbows. Hazel and I enjoyed have them and they are fun to be with. Jean Paul Samba, from Monaco, also spent a few days here after his visit to Salt Lake City where he was on business for the Winter Olympics. Many of our rivers are still high, although reports indicate they are coming down and we should have normal flows soon. I have not fished the Missouri yet this year, when in other years, I would have had several days on that river by this date.

We are still looking forward to your coming, and would like to know what your dates are at this time. And please bear in mind that we will be having two fly fishers here for the FFF club show August 11 through the 14, and I will be there as a tier and teacher and trying to sell books.

You may have been right about needing a long time to write a book on spinners. I'll tell you more about that when I see you. Sincerely yours,

Syl and Hazel

Do you know yet what and we would like the dates you are planning to stay.

4

Som Lup April 3, 1991 Dear Dave: Well, the book is printed includeing the dust jacket. The book swas done about a week ago and should be in Grand Rapids Michig Dea R Dave: The dust jacket was rpinted last night and the book itslef should be in Grand Rapids for binding Well, the whole book is printed now. Well, the whole book including the dust jacket is printed. We should have bount copies around the 25 of April, but I thought you might like to see the thing before then, so you'll find a copy enclosed. I thought your paragraph about doing soft hackles yourself was dynamite and used it on the back side of the dust jacket. It seems axxxxxxxxx many fishing writers have giveen birth at the same time. LaFontaine, Swisher Richards, Borger and me. We have made a pre publication mailing and the response has been phenomenal It would be nice if we gould get enough so we wouldnt have to reach into our own pockets. Stackpole did offer \$5000 advance and 10% on the first 5000 and 15% after that. I had the idea for the painted flies at the ends of chapters and asked Judith about it. She said it was prohibitive. That may have been the determining factor.

Mare April 3, 1991 Dear Jim and Cynthia: Enclosed you'll find the results of all of the fine work you did for the book. Your "fgish" came just in time. We had already designed the title page in the traditional, one page style with just one of your flies in the center. Then along cvomes the "surprise" and my daughter and The redesigned the title page to include the fish. This increased our expenses on color separations, but now I thing it's worth it. Thje dust jacket was just printed last night. The rest of the book is in Grand Rapids, Mich, where they weill be bound. We should have finished copies around the 25th of April. I willd send you six at that time. We will do a limited edition in leather in about three months and I will send you a couple of those , too.)(This si all very small payment for such beautiful work. If you want to do anything commercial with the flies and the fish, you can borrow the color seperations. The color house, here, which just bwent tinto business, had to redo the negs twice beofre they got rid of the background. I am having excellent midge fishing here now with the Syl's Midge. Dont waith too long to come and visit us. And your welcome anytime. And again, thanks. I cant find enough ways to do this. Sincerely, Syl

Fro Tachle April 3, 1991 Dear Paul: Yes, there really is a SOFT HACKLED FLY IMITATIONS. This is the dust jacket off the press last night. The book will be available around April 25. Shall I tell the binder in Grand Rapids to ship you 100? freight paid Retail is \$27.95. You can buy 100 at 55%, providing you sned check for \$1258. before that time. Thanks, Sincerely yours, Syl Nemes

Drisis Rosebauer April 6, 1991 Dear Tom: You may know SOFT HACKLED FLY IMITATIONS will be available soon. For vorivs dealers owned by your Orvis, could I interest you in 100 or 200 copies of the book at the following discount and pay schedule: 55% discount Retail is \$27.95. Take 55% discount or \$1258 per book. I pay freight and will even ship from the binder in Grand Rapids Michigan around Aopril 25. unsigned, of course. If you would want the books signed it would take two weeks longer. You may know Soft Hackeld Fly Imitations will be available soon. For your own dealers or for a promotion through your company, could I interest you in 100 or 200 or more copies of the book at the discount and pay program? Retail price is \$27.95. Take 55% discount or \$12.58 per book. PI pay freight and will even ship from the binder in Gran Rapids, MI around April 25. If you would want the books signed, it would tyake two weeks longer. The catch is you pay before you get hthe books. We have published the booik ourselves and we are trying to get funds up front to pay our printing and binding bills. I have enclosed a copy of the Dust Jacket. If you are not the right person for this, could you please give the letter to the right one. Sincerely, Syl

Column April 6, 1991 Dear Nick: Thanks for calling me back about the offer I made on SOFT HACKLED FLY IMITATIONS. And enclosed is a dust jacket from the book to encourage you to accept my offer. I'll repeat it: \$27.95 is the retail price. I'm offering 55% discount and will pay freight on 25 copies or more. Total price is \$314.50. I can ship directly from the bindery around April 25. If you want the books signed it would take around two weeks longer. You must pay when you make the roder, however. You pay when you order.

January 6, 1993

Dear Bob:

Here are a bunch of things which may help to influence your publishing targets. In each case I have zeroxed the covers to show where the reference came from.

I had reviews, of course, for THE SOFT HACKLED FLY and the SOFT HACKLED FLY ADDICT, but I don't know where they are.

For the ADDICT, I am getting at least 15 calls and letters a month from persons who are trying to find copies of the book. And in this regard I have copied a letter I just received which may be taken with trepidation.

There are also numerous references to soft hackles and to my books in articles, and books on fly tying and fly fishing.

I hope this material is helpful.

Sincerely,

Syl