

Robert Taft general correspondence

Section 35, Pages 1021 - 1050

Rober Taft (1894-1955) was a professor of chemistry, author, historian, and editor at the University of Kansas. The general correspondence letters of Mr. Taft consist of letters between various organizations and people.

Date: 1918-1955

Callnumber: Robert Taft Coll.#172, Box 1-2

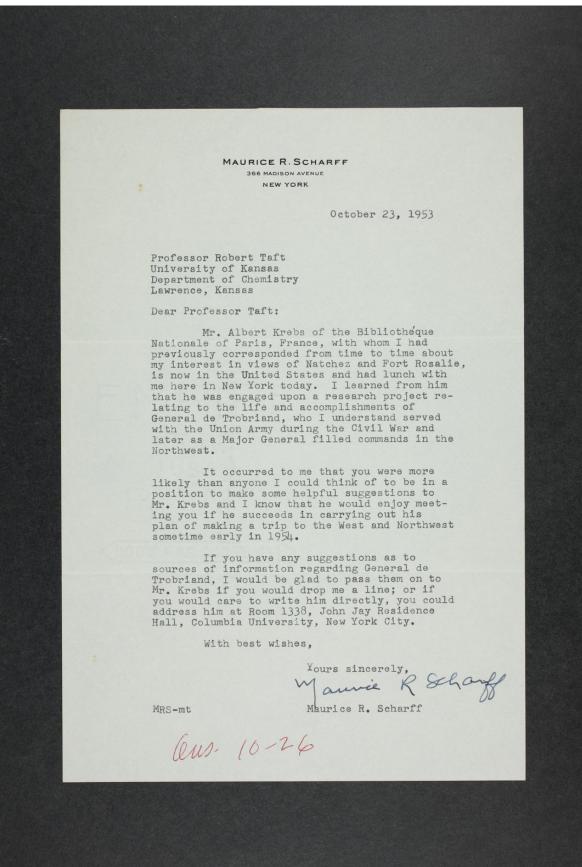
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KANSAS HISTORICAL SOCIETY







Robert Taft general correspondence

CHARLES SCRIBNER'S SONS



PUBLISHERS

597 FIFTH AVENUE NEW YORK 17, N.Y.

October 27, 1953

Dear Dr. Taft:

No, you have not been gyped. At the time I wrote you the book had reached the market distribution I had indicated. But during August and September the book stores made sufficiently heavy returns when they were reducing their inventories to bring the figure down to the one reported.

I must say a word in defense of our sales department despite Mr. De Voto's rather sweeping condemnation. To my certain knowledge they made a strong effort with the book stores prior to publication and met with considerable resistance on the grounds that this was a "scholarly" book. This being so, and the high number of returns seeming to support it, the sales department then resolved to make a very strong direct mail effort in the fall, which is now. I propose immediately to find out just what they have been doing and are doing. It does seem very strange that a book reviewed as yours was can find book store resistance of this type. But I have seen it happen in other cases. In fact I received a letter from one of our best western accounts, stating that he was having an unprecedented amount of difficulty in selling the book and asking me, of all people, for practical promotion suggestions. Apparently then we must look upon "Artists and Illustrators" as a back-list item which will have to be sold by continuous direct selling and not through the book stores. I know that the book was urged on the national parks shops. If they did not stock it, it was their fault and not ours for want of urging. I mean to look into the situation in Kansas City and Bellingham, Washington.

Please be assured that I shall push as hard on this as I can. None of us have any doubts about the merits of the book. We must discover, however, the best means of promoting it.

With every good wish, I am,

Sincerely yours,

E. Hopkins

JGEH: BM

Dr. Robert Taft University of Kansas Lawrence, Kansas



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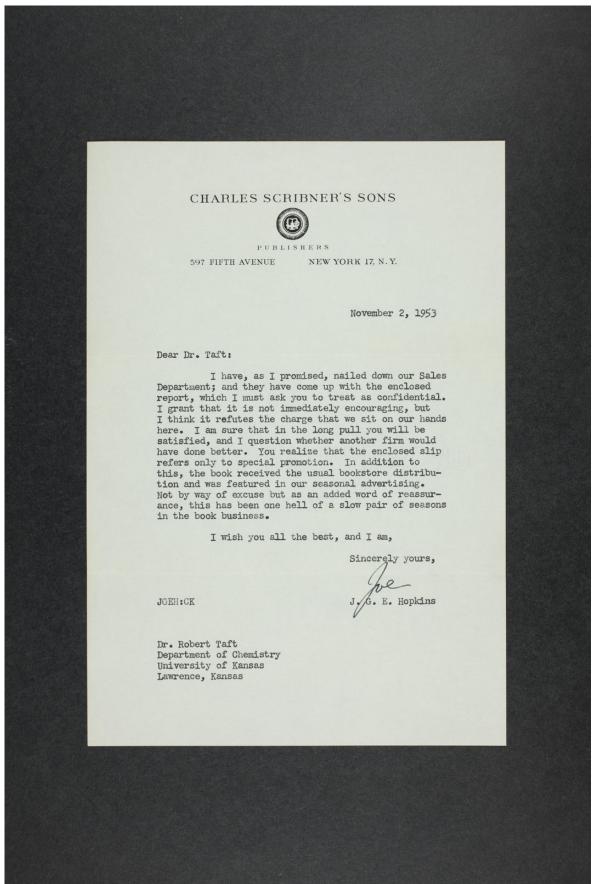
October 28, 1953

To Mr. Hopkins From Malcolm B. Niedner

ARTISTS AND ILLUSTRATORS OF THE OLD WEST

- 1. Circulars: 35,000 two-color circulars were printed. These were offered in advance of publication by our salesmen to all of the better bookstores, with special emphasis on stores with good mailing lists of Western Americana purchasers(Shorey Book Store in Seattle, McMurray's in Dallas, Dawson's in Los Angeles, George M. Chandler in Chicago, Bargain Book Store in Denver, etc.). In addition, quantities of circulars were distributed to special accounts who deal exclusively in Americana (Peter Decker, Edward Eberstadt and the Mannados Bookshop in New York City; Totman's Frontier Shop in Sheridan, Wyoming; Hamley's in Pendleton, Oregon; etc.). Approximately 8,000 circulars were imprinted for our own use and were sent to special lists to solicit orders (see below).
- 2. Mailings: Shortly in advance of publication a mailing was made to 110 accounts who handle books of Western Americana for resale. The orders received as a result of this mailing were good, and since that time many of these accounts have been reordering intermittently, although in small quantities. Similar mailings were sent to a list of concessioners in the national parks and to a list of 61 names furnished by the author. The results from the latter promotion were especially good.
- A mailing to a total of 4400 names was addressed to the following special groups: 380 college libraries, 3100 public libraries, the research departments of 846 newspapers, and 101 historical societies.
- 3. Sales: To date our sale is approximately 2100 copies, of which 206 copies were sold to special outlets.
- 4. Future Promotions: Although we have covered all of the obvious markets, there are several other special groups which might be solicited profitably if the expense was not prohibitive and if good mailing lists could be secured. Of these markets, the following, I think, are outstanding: art museums, research departments of advertising agencies, professors of American history, and antiquarian booksellers (although many of these have already been covered). You might tell Dr. Taft that we are investigating these possibilities, and that we shall go ahead with them if it seems feasible to do so. You might also convey to him the idea that his book is very much "alive" in the sense that it is also being promoted in connection with other books with similar subject matter: it was included, for instance, on the Athearn circular and a number of orders resulted which otherwise would not have been received.







Robert Taft general correspondence



STATE OF KANSAS

KANSAS TERRITORIAL CENTENNIAL COMMITTEE

Appointed by Executive Order of GOVERNOR EDWARD F. ARN November 2, 1953

Robert Taft, Chairman Lawrence

CHARLES M. CORRELL, Vice-Chairman

ROBERT VOSPER, Secretary Lawrence

George L. Anderson Lawrence

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Mrs. Frank Haucke Florence

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Nyle Miller Topeka

Mrs. Howard N. Moses Salina

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Dolph Simons Lawrence

FRED W. STEIN Atchison

Rev. Milton R. Vogel Topeka

Harry W. Woods Topeka MISS VIVIAN WOODY

L. D. Wooster Hays

C. O. WRIGHT Topeka

Prof. Ambrose Saricks Department of History University of Kansas

Dear Prof. Saricks:

I have been asked to give an address before a dinner I have been asked to give an address before a dinner meeting of the M. V. H. A. and the A. H. A. on December 28 in Chicago. I agreed, somewhat foolishly, to speak and chose as the title of my address "History and Pictures." I shall ask some of you, if you will be so good, to read and criticize the preliminary draft of the address but I would appreciate the cooperation of the entire staff of the history department in answering as soon as convenient the following question: Can you recall any serious, original and modern (since 1900) contribution to historical literature in book or monographic form (I am not interested literature in book or monographic form (I am not interested for the moment in Journal articles) in which the author has used illustrations extensively (say at least six) T.M. LILLARD
TOpcka

Of any form, except maps or diagrams, and has made a
critical evaluation of his pictures including source,
Atchison

Dow McNeal
Council Grove

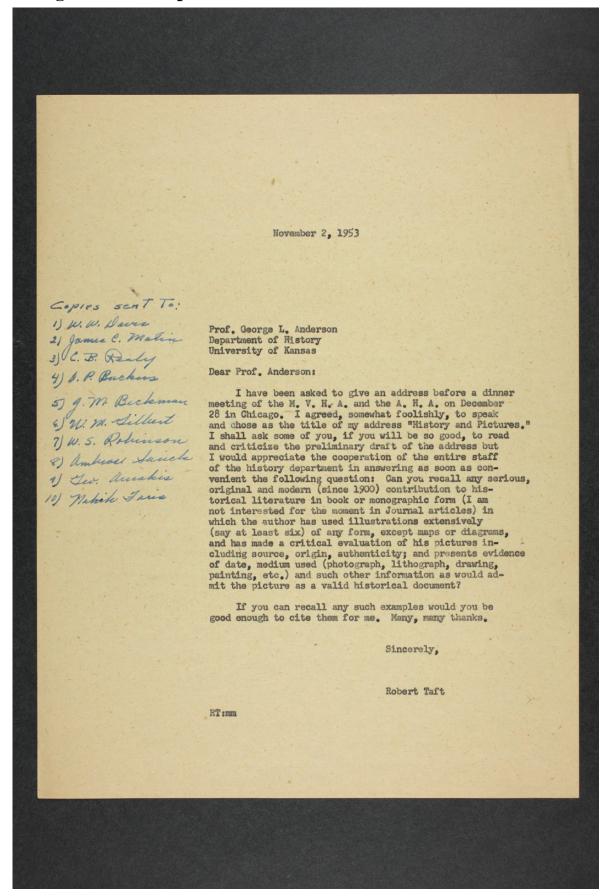
of any form, except maps or diagrams, and has made a
critical evaluation of his pictures including source,
origin, authenticity; and presents evidence of date, medium
used (photograph, lithograph, drawing, painting, etc.)
and such other information as would admit the picture as a valid historical document?

If you can recall any such examples would you be good enough to cite them for me. Many, many, thanks.

Labout Tapt

Perhaps worthy of mention is the extensive use of pictures in the series she Rise of Modern Curope, edited by W. d. farger of Haward University and published by Harper Brothers. Cach of Haward University and published by Harper Brothers. Cach of the 13 volumes which has so far appeared has a separate of the 13 volumes which has so far appeared has a separate. "Illustration section" containing 50 to 70 portraits, whotographs, etc., "Illustration section" containing 50 to 70 portraits, whotographs, etc., "Illustration section" containing 50 to 70 portraits, whotographs, etc., "Illustration section" that appearatus of critical evaluation is larking, though the sources is always and the evaluation is larking, though the sources is always and the water frequently indicated occurred to me of once. Warrich



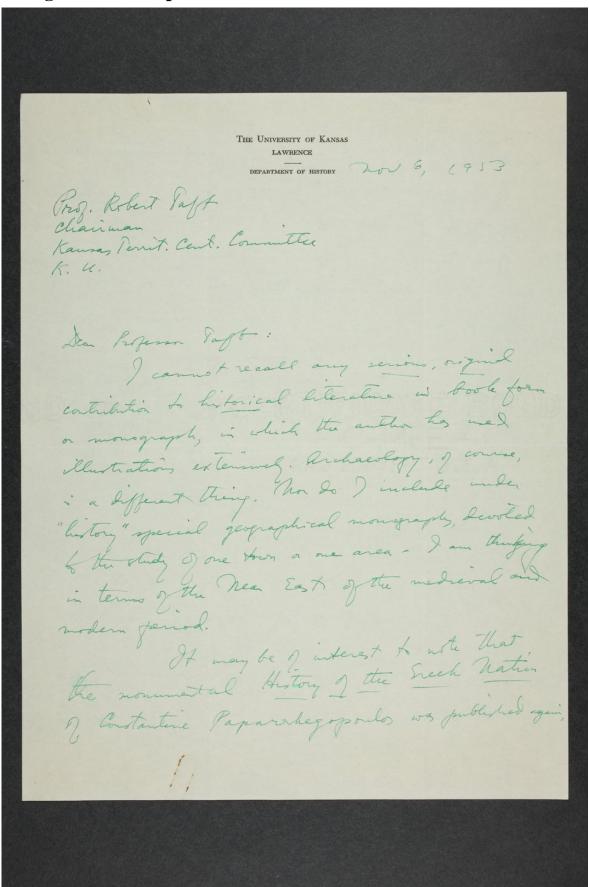




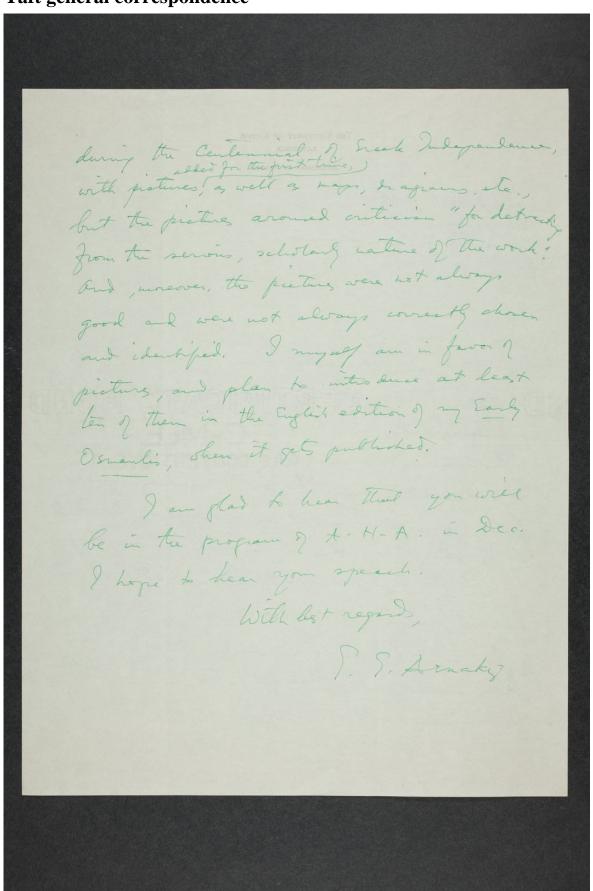
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For greggerhune grant Nov. 4, 1953 I have known Mr. Gorsline through correspondence only, but I have corresponded with him for the past three years and I am well acquainted with his book What People Wore published in 1952. I have read Mr. Gorsline's outline for his proposed book The Appearance and Dress of Americans 1840-1900 and I am heartily in sympathy with such a proposed study. I believe Mr. Gorsline is entirely competent to undertake and carry through the project. I do not believe, however, that so ambitious a project as Mr. Gorsline has outlined can be accomplished within a year, a fact which the committee of selection should take into account when making any grant. I am confident that when completed Mr. Gorsline's study will be a significant and important contribution to American Gulture.

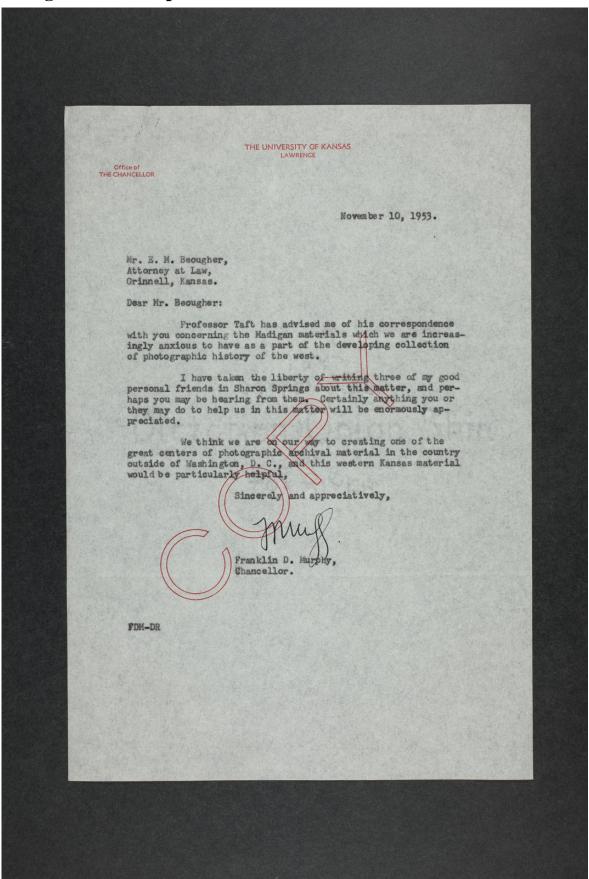




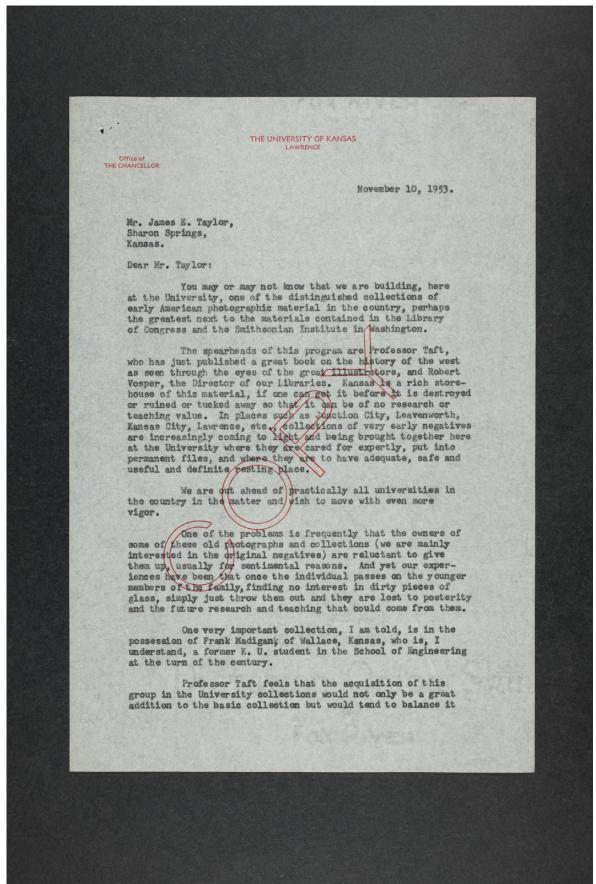




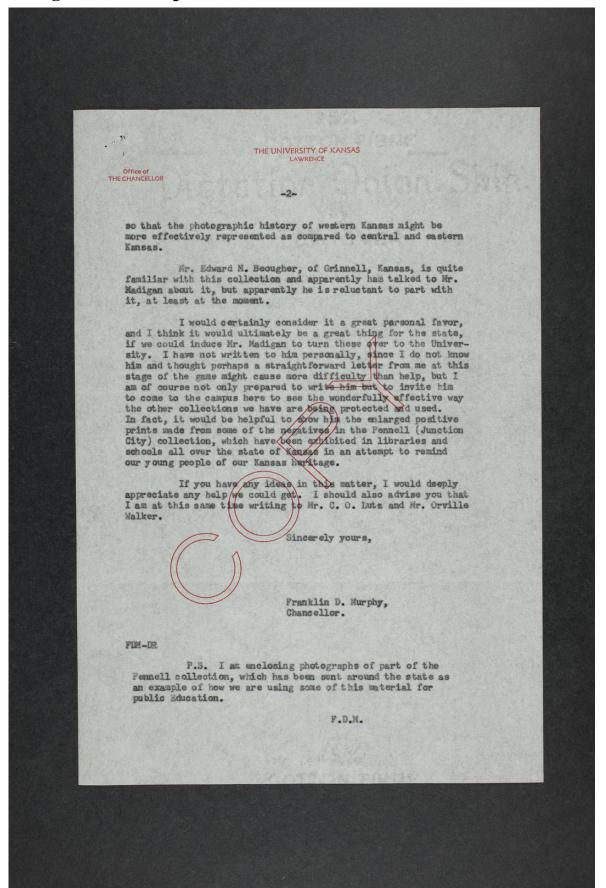




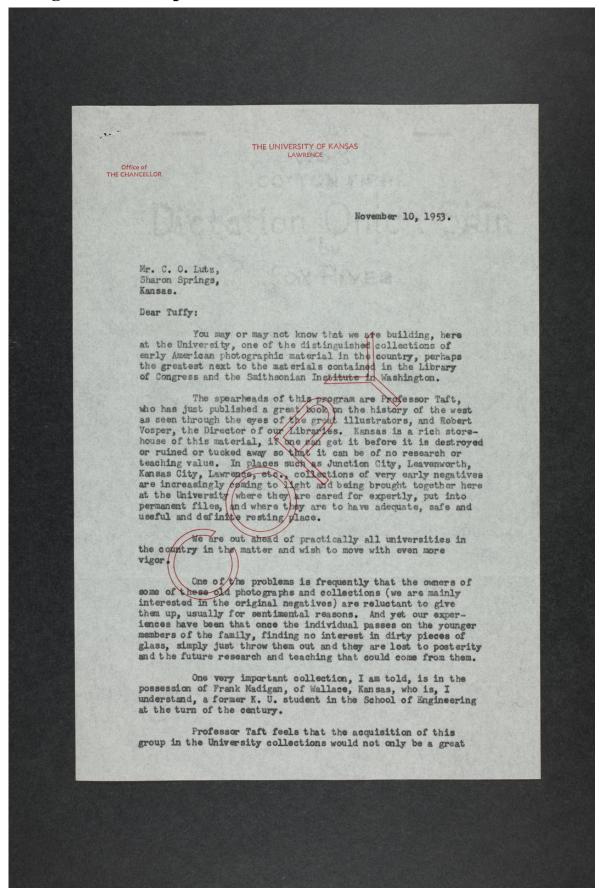




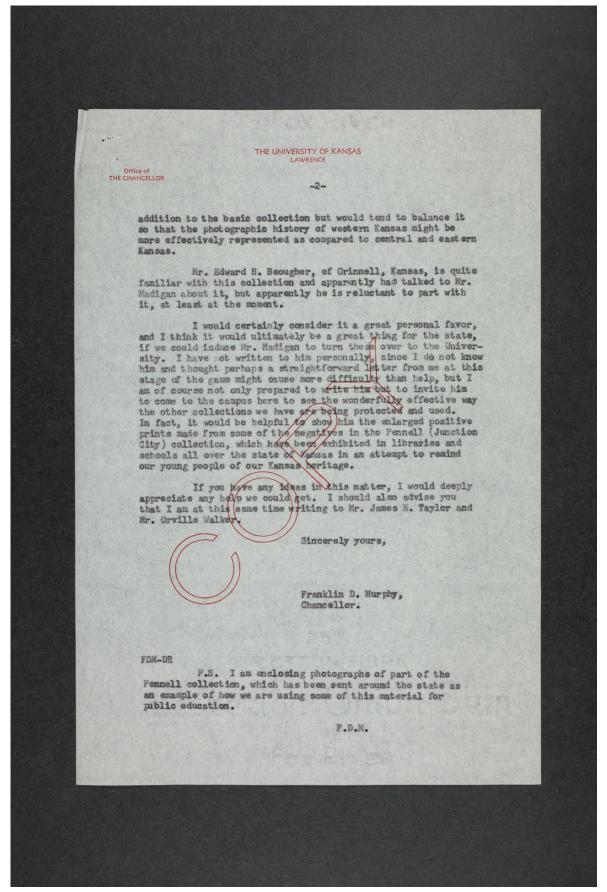




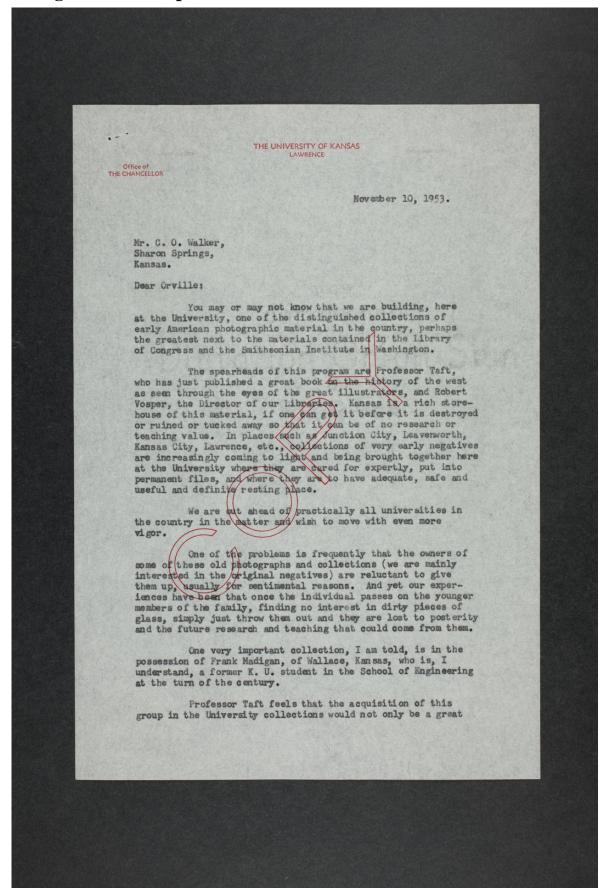




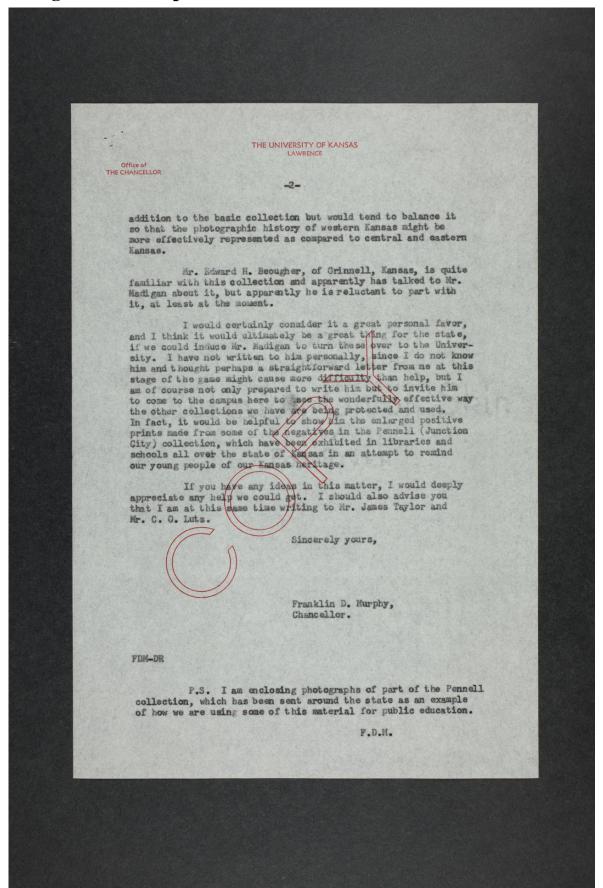




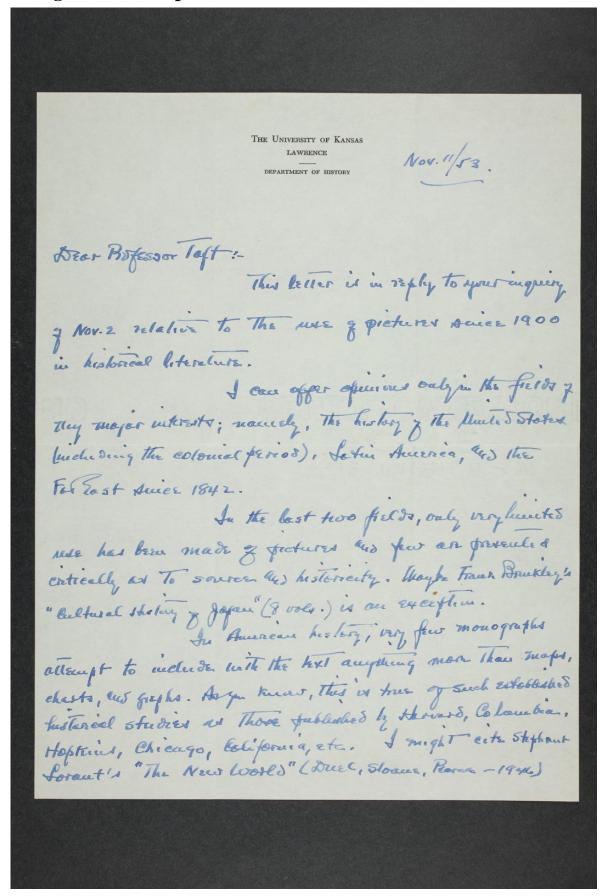




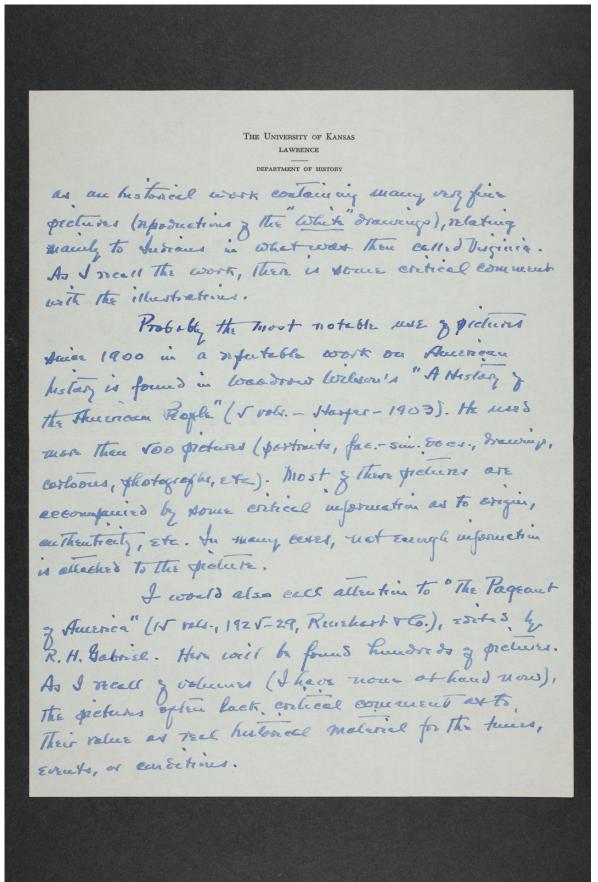




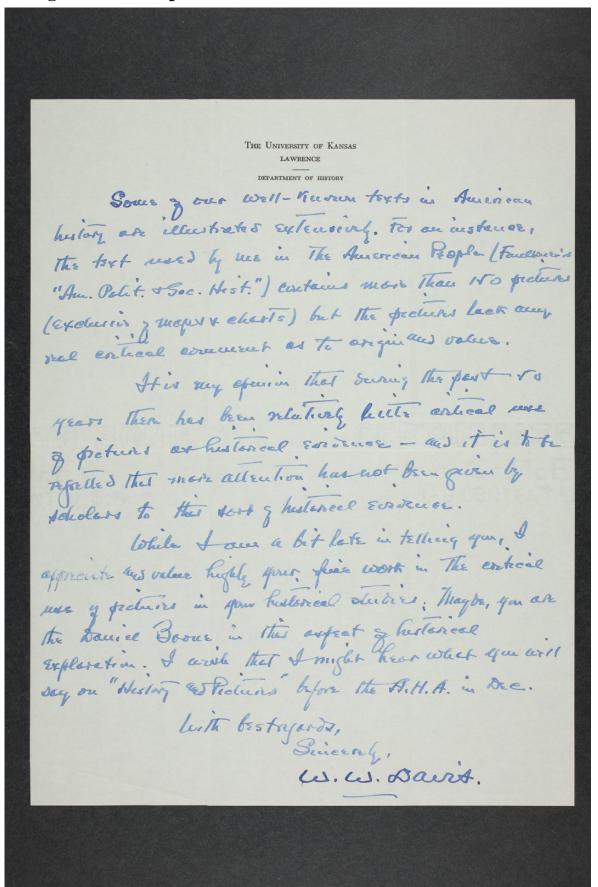




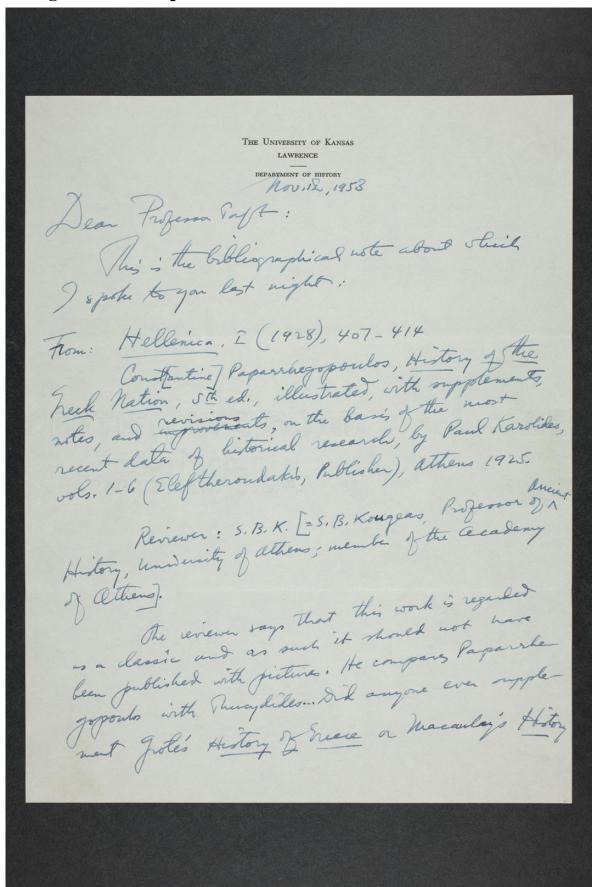




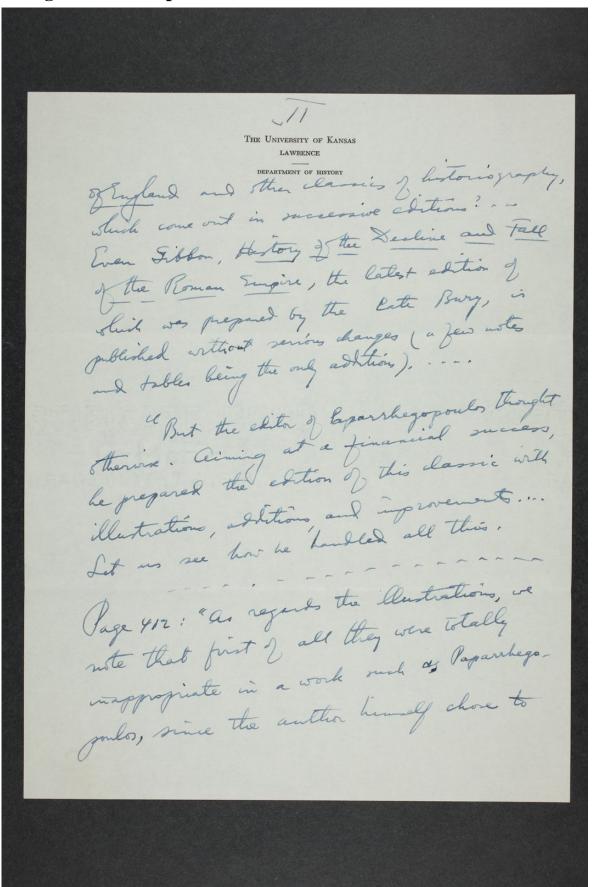




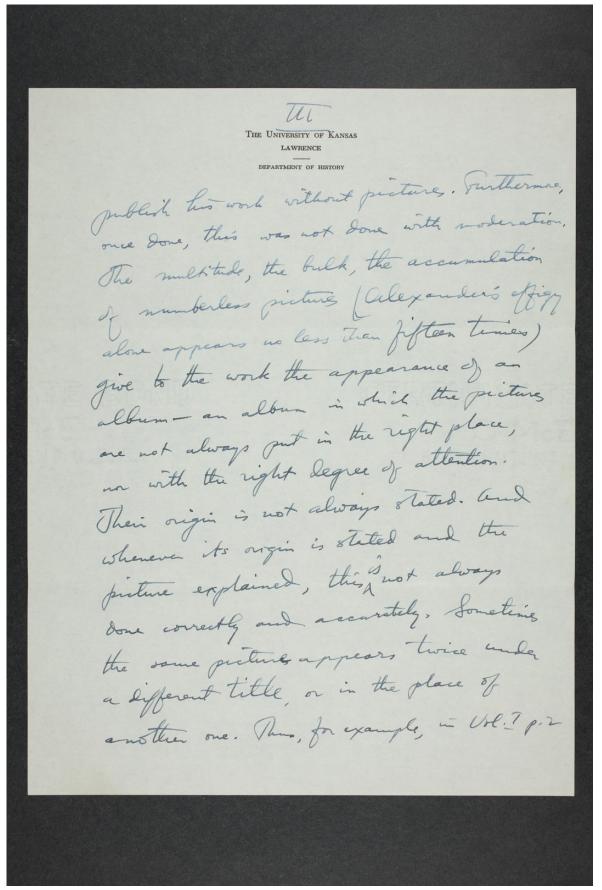




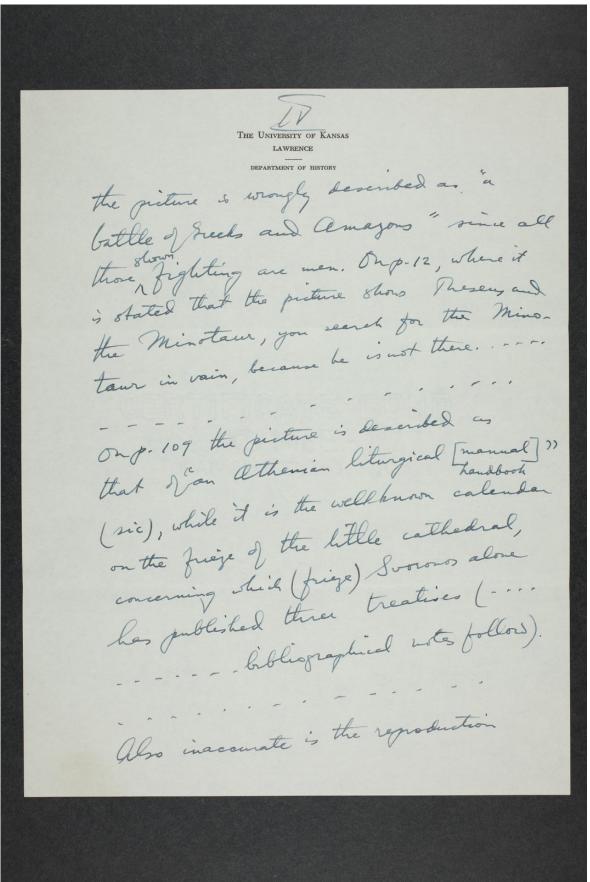




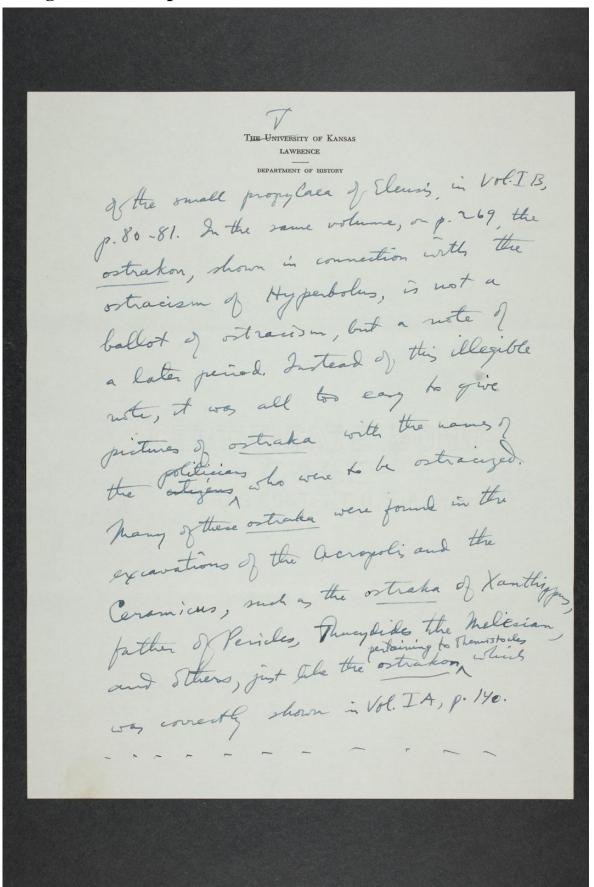




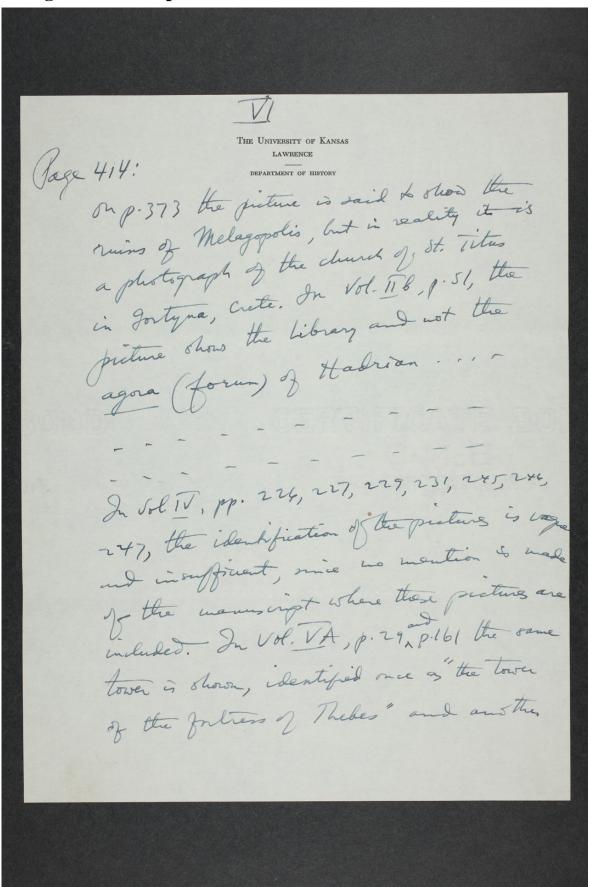




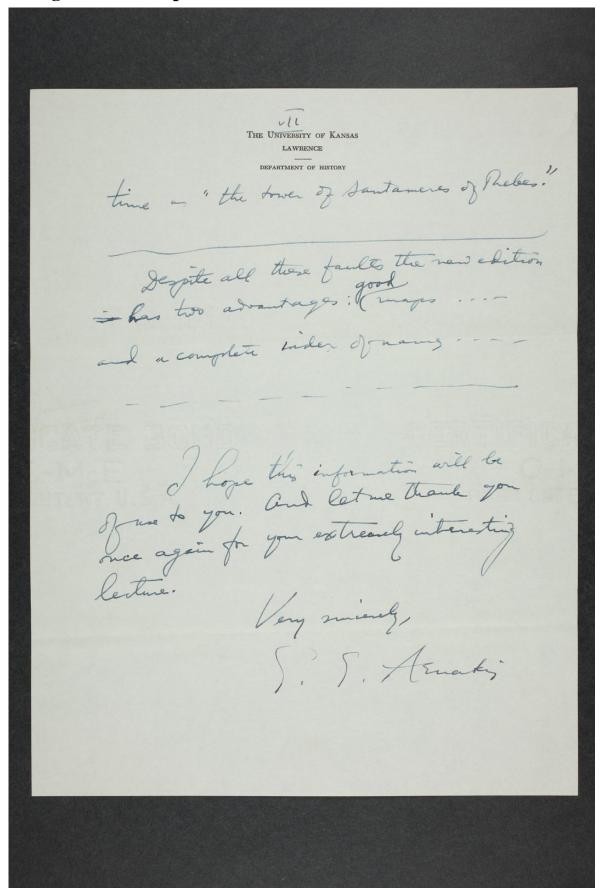














Robert Taft general correspondence

JAMES C. MALIN 1541 UNIVERSITY DRIVE LAWRENCE, KANSAS 14 November 1953

Dear Taft:

At long last, I am getting around to answering your letter of Nov. 2. You raise a number of questions that would require more investigation and correlation than I can do at the moment. Even at that I had hoped to offer a better statement of the case than the present one. As I suggested when we met on the campus, the problem is not at all simple. A whole profession cannot justly be either vindicated not dammed. Individuals, time, place, and surrounding circumstances must all be given due consideration. But before entering upon the main theme, I must point out some qualification of the form of your question.

Limitation to books, excluding journals. There is no clear boundary, especially as articles in the periodicals are preliminary to a book that may or may not materialize. The author's success or failure with the article may determine whether or not the book results, or the form in case it is finally issued. That applies particlarly to historical articles and books for which illustrative material is either desirable or essential. Hodder's cartoons reached only the article stage. Your debt to the KHQ is enormous. The articles built up to the book, especially in arousing reader interest that was invaluable in persuading the publisher of the book to take the risk. Also, the atmosphere in which Hodder worked in the 1920s was very different and less favorable to such a media, that that in which you worked. But

The date limit of 1900 eliminates important perspective. If you consult Justin Winsor, Editor, A narrative and critical history of America(8 vol. 1889—) Winsor did some remarkable work with his illustrative material, all types. Some of the lapses may have been chargable, in part, to the necessity of dependence upon his co-authors. Primarily, however, the strength and weakness of his bibliographical essays derive from the fact that his amazing bibliographical talent, which was unequalled in America, had its limitations, kkx greatex strength in some areas than others, and he was circumscribed by the library facilities of the 1880s.

The Agery illustrated history, unfimished, may be an object lesson that needs consideration. I have not had occasion to go into the matter in detail. At any rate nothing like it has ever been attempted again. The Yale Press Fageant of America is very uneven. In scholarly quality, it does not compare with Winsor's critical essays. This comment applies equally to the bibliographical aspects as well as to the illustrative materials. I know of no one who can handle bibliography today with the competence of Winsor. The problem is more than personal; a type of scholarly ideal is at stake, and one that is in eclipse, at least for the present.

Limitation of the inquiry to pictures, excluding maps and diagrams. Upon the

Limitation of the inquiry to pictures, excluding maps and diagrams. Upon the basis of my personal experience, most of the formidable problems associated with using illustrative material; or rather abandoning any attempt to use it; arise from the same sources. Of course, pictures do possess some unique problems. All require special technological processes: the preparation, the reproductive process itself, and the paper available, hand inserts upon occasion, and always costs, costs, costs. The problem of getting a historical work published at all is serious enough, without complicating it unnecessarily with additional problems of illustrations.

The Hodder Tradition — of which I am a part — disqualifies me in some respects from speaking for the garden variety of historian on these matters. Since making my professional commitment to history, I have known nothing else. I enrolled for graduate work under Hodder in September 1915, and within a few days, he introduced the class to the whole problem; the introduction of printing into Western Europe during the fifteenth century, its historical significance and its particular and fundamantal relation to the age of geographical discovery in disseminating geographical knowledge; kix cartography, its history and methods of reproducing maps, globes, flatumap projections; the so-called portrait of Columbus, which hung on the front wall of the classroom above his chair. He demonstrated step by step how he went about analyzing the picture in order to determine the matter of authenticity—in this case, that it could not be a contemporary portrait of Columbus.



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Of course, in Hodders later courses, other types of materials were available. He traced the history of cartoons; especially stemming from the extensive use made of them at the time of A.My Jackson. That involved an analysis of the structure of cartoon drawing and its development down to the twentieth century, the media of dixxx publication and distribution, single sheets, weakly periodicals, color periodicals, and finally the newspaper. Some of this is summarized in the Historical Outlook article.

When Hodder was trying to put his cartoon book into shape, obstacles overtook him. He asked my help, proposing that I take over responsibility for the late period, because I had made a fairly large collection of cartoons. The publisher was pushing him with a deadline. I told him that my collection was not systematic and representative, and there was no means at hand to make the search necessary to remedy that defect. Besides, my interest and knowledge of the subject was only an amateur interest incidental to teaching purposes. I turned my material over to him, that he might make what use he could ix of it. However, before he had completed the book, the publisher withdrew from cooperation, and no other outlet

Of course, you know first hand, much of the story of Hodder's work with Lincoln material, especially photographs and sculpture, and the use he made of the casts of Lincoln's hands to demonstrate that he never split rails.

Later, in connection with my own work, I have been edited to buck the problems of preparing and reproducing graphs, charts, maps, pictures, patent office drawing of farm machinery, etc. Editors and printers seldom know as much about these matters as I do, which isn't much. In consequence, I seldom use such material. The obstacles create a situation described by old Ben Franklin as paying too much for your whistle.

To the uninitiated, the infriendly attitude, even hostility of editors and publishers to illustration become virtual barriers. Few historians are familiar with the technical processes involved in preparing material to submit for reproduction (zinc etching, half-tone, etc.) Little guidance can usually be found. One has to go to the expense and delays of trial and error to determine what is feasible. The author bears the cost personally. Editors and publishers generally look with misgiving upon requests for illustrations, or maps: costs, special paper, hand work for inserts, and other reproduction problems. Maps pose additional headaches; size, folding, and methods of making inserts. Even in an atmosphere friendly to such matters, the facilities of individual printing cleats rule out highly desirable features.

Textbooks present peculiar problems, although the practices indicated here extend to specialized scholarly fields also. The author usually writes the text of the book, and the publisher does the illustration, often selected out of material already on hand, or cheaply available, and generally chosen without perticular relevance to the text. The "author" amy not see the lay-out until he sees "his" book in the bookstore of the evan persuaded one public school text publisher to undertake a correlation of illustration with exts, and identify each picture as to origin, authoenticity, and location of the original. As I remember, it worked out only moderately well. The publishers intentions were good, but they did not realize the formidable nature of the undertaking. I have discarded my stock of high school texts, and cannot just now lay hands on the books in question.

I could give my personal experiences with Scribners and \mathbb{A}_m erican Book Co., but neither outfit would appreciate being cited as horrible examples. Neither would the Scientific Monthly, for the article that publication illustrated for me, without my knowledge, with a two page spread of Government photographs that were totally irrelevant.



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The present Visual Education craze represents in part an extreme swing from an older and opposite extreme, and a little perspective upon it is critical to your theme. During the later years of the nineteenth century (extending scmewhat into the 20th), under the influence of "scientific method" and emphasis upon intellectual processes, historians were operating in protest against inexact methods, popularization, but with the result that they came almost, if not quite, to the point of demning a book as compromising scholarship if it had pictures. It was an example of how a necessary correction of bad practice, became itself, bad practice. Of course, the problem is more complicated than that, but this is one assect of the larger situation.

After all is said in defense of the Aistorical profession, and particular workers who have tried almost single-handed to introduce desirable methods, the common garden variety of historiem is lamentably ignorant of the whole field of illustration — som uch so as not to be generally aware of how bad the situation is. Some who have potested the neglect and abuses, such as Hodder and Melvin, have mostly succeeded only in making Hamselves unpopular with certain people of importance, especially in this twentieth century drift into slipshod methods of Progressive Education, Visual Education, General Education, etc., which have insisted that the test of illustration is interest aroused, regardless of accuracy. To require intellectual effort necessary to evaluate illustration, as well as other essential factual material, is proof positive, in their eyes, that one is not qualified as a teacher. As a chemist, possibly y u are not aware of just what I mean, because, in the sciences, there is still some emphasis upon facts and mastery of facts, even at the expenditure of intellectual effort.

Outstanding examples of documented monographs are Murdock's Battle of Lexington and his Battle of Bunker Hill, and Shurtleff, The log cabin myth, edited after the author's death by S.E. Morison. Also, I think you will find Bridenbaugh's books well done.

Specialized studies of portraits, photographs, cartoons, etc. have been lacking. The individual historian who would like to use such material has found it impractical in time and energy, and expense, to search out the history of such illustrative material. By the time he has completed his research problem itself, he must call a halt. Only when the illustration is essential to the research problem (not merely desirable) does he feel justified in the delays, costs, and other tribulations incident to verifying the details of illustraton, and then fighting editors and publishers. Chly when special studies have been made, such as Hodder began in connection with cartoons, and Lincoln portraits, and which you are doing in your chosen fields, are the materials available, which historians should be able to use intelligently. In that connection also, it is important to enter into the record the difference in "atmosphere" of the very recent years with respect to the importance of illustration. Hodder was ahead of this trend, while you are riding the crest of the tide of interest. On the other hand, the abuses of Visual Education, as a hobby of the professional "Educationists" racketeers, may discredit legitimate work before it is established in the general practices of the historical profession. Also, from some of your reviews of picture books, I know that you are aware of the frauds that are being perpetrated by popularizers who are trying to cash in on the present trands. There may soon be another revulsion against illustration, somewhat similar to that of the last nineteenth century, bred of abuses growing out of what threatens to become another fad.

Mrs. Galliardo might brief you on some of the problems connected with illustration in her field of children's books. Also, the comic book craze, is a serius menace to legitimate use of illustration. All of these media are interrelated, and the revulsion I refer to will not discriminate.

Probably, this is not what you had in mind in writing your letter of
November 2, but, in a disconnected way, these are some of the problems that have been
thrust upon me for some years because of my interest in legitimate use of the metadial
in question.

Sincerely, James C. Malin



Robert Taft general correspondence

2445 East Broad Street Columbus 9, Ohio November 15, 1953

Dr. Robert Taft University of Kansas Lawrence, Kansas

Dear Dr. Taft:

I have enjoyed so very much your recently-published ARTISTS AND ILLUSTRATORS OF THE OLD WEST and as well your PHOTOGRAPHY AND THE AMERICAN SCENE of 1938. These remarkable works, the fruits of your immense and painstaking research and study, have often been of assistance to the writer in some particular quest and they will, of course, continue to be so.

I was very glad that you included a study of Charles Schreyvogel in your recent book. Aside from your examination of Schreyvogel's career and of his works, information concerning this fine artist has, I have found, been notable chiefly for its dearth. One phase of my own small studies has been devoted to the pictorial aspects of the various campaigns waged against Plains tribes by the Regular Army following the Civil War, with emphasis on the campaign that had as its high point the Custer Battle on the Little Big Horn in June of 1876.

Some months ago I was quite fortunate in obtaining a Schreyvogel bronze, "The Last Drop," copyrighted in 1903. I believe that the painting of same title and subject was copyrighted in 1900. It is a splendid piece of work and a real prize for any collection. A few days ago, my brother and I made a photograph of the bronze and I enclose for you a sepia print which I hope that you may enjoy having.

On the side of the horse not visible in this photo hangs a cavalry saber, secured by two straps, one of which passes through a ring in front of the pommel and the other through the left girth strap ring, as per the old regulations. In my observations, Schreyvogel seldom if ever omitted the saber as part of the equipment of his cavalrymen subjects although in reality, of course, the saber was very seldom even carried along let alone used in Western campaigning.

As time will allow I have been trying to dig up facts concerning the arms, uniforms, horse equipments and accoutrements in the various models and modifications prescribed for use by the U. S. cavalry over the years following the Civil War, years notable as a period of transition in such regard. And a search further complicated by the fact that cavalry outfits stationed on the frontier were, as usual in the service, generally the last to be brought up to date when new models of arms and equipments had been prescribed by the War Department in far-away Washington. To this end old photos that can be dated and identified as to locale &c and also the efforts of some of the more reliable artists who were on the scene in those days form the chief reliance for what equipment was actually in use by such-and-such an outfit at such-and-such date and place. Scarce items, these old photos and pictures, but I have hopes of turning up more of them.