



June 14, 1963

Senor Alvaro Castano Castillo
Emisora HJCK
Carrera 7a. No. 17-14
Bogota, Columbia

Dear Senor Castillo,

May I refer to my letter of April 17th regarding your proposed recording of the voice of GABRIELA MISTRAL in your Collection Literaria H.J.C.K.. As I told you, Miss Doris Dana, the Heir and Executrix of the Mistral Estate would be very happy indeed to let you go ahead with your plans, provided you can agree to certain stipulations which she must make.

In the meantime, the matter has assumed a certain urgency since Miss Dana will be going to Central America to lecture on behalf of the U.S. State Department and hopes to have available at the time of her visit the recording to give to libraries or other cultural institutions. It is for this reason that I would ask you to please consider the points raised immediately, and -if they are agreeable to you- to please go ahead with the necessary preparatory work.

As you know, Miss Dana's main concern is that the recording will be of the highest possible quality: I hope that in this respect her and your interests will be identical. Miss Dana also wishes to retain the right of final approval of the format of the recording, that is, she would want to do the editing of the Library of Congress redording, herself.

Otherwise, there remain these few questions to be settled:

1. Are you thinking of distribution all through Central and South America, and if so, would the royalty terms be the same as outlined in your letter, no matter which country is involved? Do you also have distribution facilities in Mexico and Spain?
2. Can we assume that the royalty terms outlined in your letter really mean that you will be paying a 9% royalty, based on the list price (selling price) of the record? We are a bit confused why you explained that the royalty payments would be "10% of 90% of the selling price".
3. What about secondary rights? I presume the recording will be played over the radio, or used in other commercial ways which would bring in additional revenue. Would a 60/40 split, in favor of the Proprietor (Miss D.) be acceptable?
4. I presume Miss Dana will be entitled to a certain number of

[Carta] 1963 June 14 [a] Sr. Alvaro Cstaño Castillo, Emisora HJCK, Bogotá, Colombia [manuscrito] Joan Daves.

AUTORÍA

Autor secundario:Castaño Castillo, Alvaro

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Joan Daves. 2 h. ; 28 cm.

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