

Barcelona

January 30, 1978

Dear friend,

First of all, please excuse the enormous lateness with which we answered your letter, which, for reasons that I will ~~xxxx~~ explain, we just received.

Because of a complaint expressed by EULAMA as a result of our not answering their letters, we went to the Post Office Central Administration in Barcelona to find out what had happened. We found out that as a result of an administrative error on June 30, our post office box had been ~~xxxx~~ cancelled for nonpayment, and our mail was being retained. After clarifying this matter, the ACC of Barcelona corrected the error and turned over to us the large quantity of mail including your letter which I am answering today. I hope you will accept our apologies for all this ~~xxxxxxx~~ trouble.

I want to define first of all the motivation or criteria for functioning that we think should govern the relations between PLUMA and FONTAMARA. As ~~xxx~~ you know, we are a radical publisher. This means that, without overlooking the logic of the capitalist market from which we cannot abstract ourselves, our operation is governed by a political criterion. We consider that the PLUMA-FONTAMARA relationship should ~~xxxxxx~~ be a privileged one, based on mutual support and close collaboration. In spite of this we cannot close our eyes to the fact that this objective is not easily obtained given the coincidence of publishing ^{considerations} ~~criteria~~, which creates no small hostilities.

We are glad to know that PLUMA has decided to reorient their

direction, so as to give legal form to their activities, clarifying their relations with Pathfinder Press, and developing a close commercial relationship with Fontamara. Beginning with this fact (legal regularization of the Pluma publications), we think that we can arrive at a formula of fruitful collaboration for both in different spheres.

On our part, we are writing to EULAMA and to Pathfinder asking that they clarify once and for all the legal situation of various works of Pathfinder. With this done we are sure that these ambiguities can be prevented, and suggesting to you, with all due respect, that you strive to legalize those works that you published and those which still interest you. Besides this, not to publish anything without being in possession of the contract, since the verbal agreement, not having any legal validity, creates nothing but problems.

As for the division of the markets, I am in agreement with you that it is totally hypothetical, we think that the rights shouldn't be divided following geographic criterion, but by language. We think that between PLUMA and FONTAMARA a standard of collaboration can be established for those works, the rights to which belong contractually to one of the two publishers, and for those in which one ~~of~~ of the two has an evident interest in their own market. We are ready, with those works whose rights belong to us, to sell to PLUMA a large number of copies (for example 500-1,000) at a reduced price, by means of a 50% discount that we normally give, as long as PLUMA ~~dimmits~~ commits itself to sell such copies only in Colombian

territory. In respect to this, we will have to work out a secure and mutually convenient form of payment.

Before ending, Posada my friend, I want to outline to you a problem that worries us greatly. As you know, we have four copies of correspondence accepting the sales of our books to you. The due date and amounts are the following: March 15, 46.875 pesetas; April 7, 62.200 pesetas; April 25, 21.900 and May 24, 216.625 pesetas; totalling over 347.600 pesetas. In relation to this we want to let you know that no one answers the telephone in your offices in Madrid and in your warehouse ~~h~~ you no longer have the same telephone number. Also, we have sent a letter over a month ago and still haven't received an ~~ax~~ answer. As you will understand, this silence has us worried for ~~xx~~ two reasons: the first of these is that in these times of economic crisis and given our small volume of business, a quantity this great can mean an irreparable blow for us; in the second place, a similar situation for a working class and radical publisher such as ourselves, would very probably call into question its further existence. I hope that you will talk with Mr. Kollman-- who was the one who urged us into this deal by personal request-- to clarify this worrisome situation, and give us a satisfactory answer regarding the silence of your Madrid office as soon as possible.

With assurance of your prompt reply.

X: W
Mexico, February 15, 1978

Dear Comrade,

I received the answer to your letter last October through comrade Barry Shepard. In it you outlined the mechanics for obtaining rights for the list of books for which we requested information for Transicion Press. We have an agreement with them to distribute revolutionary Marxist literature, through their most representative works.

As soon as we have your reply we will get back to the directors of Transicion with your answer, and we will ask them to respond directly to your letter. I have understood that from December 7 he wrote to you with the proposal of initiating the agreements with you, because in their publishing program for 1978 they had projected publishing some of the Pathfinder Press titles. As of this date they haven't received an ~~an~~ answer to their letter and request for books, so they have asked me to write to you to see if ~~there~~ there is some problem with this request. Remember that they are ready to cover all costs of shipping and the amount.

On another point, let me inform you that recently the PRT decided to sponsor, along with Fontamara of ~~Mexico~~ Mexico, the formation of Fontamara publishing company in Mexico. Also you should know that we have begun bringing together a pool of Spanish language publishers that will commit themselves to publishing a common collection - with only one presentation and program - that dedicates itself to distributing revolutionary Marxist literature in Latin America and Spain, Participating in the project are: Latina

(Colombia), Fonamara (Spain and Mexico), Transicion (Mexico), and Caballito (Mexico). Maybe also Juan Pablos Editor will join in this effort if it becomes more concrete. I will keep you informed at every opportunity as the project materializes.

Barry had talked to me about the possibility of purchasing part of Transicion's editions of Pathfinder's Spanish language books. Please describe for me your policy on this point. On the other hand, if some of the books of Transicion interest ~~you~~ you, or of any of the other publishers, I will be glad to get them for you.

I want to take advantage of this occasion to let you know that we are publishing the magazine Críticas de la Economía Política, a Latin American publication. We would be interested in listing as collaborators on our editorial board one or more of you comrades in the U.S., such as Dick Roberts among others. Another related question, would you be interested in distributing and selling this magazine among the Spanish language population in the U.S. where you have influence?

Hoping that the matter of answering indirectly through Rodolfo Pena of Transicion hasn't caused any bad feelings, affectionate greetings.

P.S. Attached is a subscription blank to Críticas if you are interested