

Dear Mr. Marshall,

Separately I am sending you six copies of the three books whose publisher I am. The fourth, OSWALD IN NEW ORLEANS, is by Canyon Books, 231 East 51, New York City (Grove distribution). It is reprint-type only.

I am possibly the world's smallest publisher, having been forced into this unwanted role by commercial reluctance to consider the subject of the Kennedy assassination. Therefore, I can offer you extra services that might benefit us both.

Institutions are particularly interested in my works but have difficulty locating them because we are not known as publishers. Your letter indicates you spread especially to them. In the British countries, there might be good sale, for we have had no distribution there at all.

We can do the mailing for you when you get orders. You can send us your label, addressed as you want it, and payment, and we mail the order, saving you that work. Out of the country we use postal union except in those cases where air shipment is elected, in which event we add that cost.

While these books are not "new" in the sense of just appearing, they are still new in content, still new to those you reach. They have taken the test of time remarkably well.

Each of the titles sells for \$4.95. Our usual discounts are 25% first two copies, 33% for 3 or four copies, 40% five or more. Where there is a distributor, the discount is 50%. Within the US we send by insured book rate to protect against the great loss in shipment. We add actual postage.

I do think English libraries, especially in colleges and law schools, should be interested.

No editions other than the enclosed are available.

Sincerely yours,

Harold Weisberg

P.S. Please note our correct address, Rt. 8, Frederick, Md. USA 21701. You addressed me where we have not been for a year and a half.



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The Sales Director

Dear Sir,

May I take this opportunity of drawing your attention to the publicity we could give all your books if you are able to supply us with full details. This information is necessary if we are to give accurate and effective promotion to your publications.

We believe we are giving a unique service with our Documentation and Supply Centre, which operates a computerised announcement system for new and forthcoming books. Detailed information is sent to 9,000 subscribers all over the world — not individuals but Public, Special and University Libraries, Educational and Research Institutions and Industrial Establishments buying every type of book. We also issue bibliographies and bibliographical guides at regular intervals on any topic of interest to our customers.

Many international publishers send us all their pre-publication information and review copies, since they find our service of great value and a most worthwhile form of promotion. In our experience we have often found blurbs to be vague as to publication date, and inaccurate as to the contents of the book. If we rely on these alone, we tend to devalue the service to our customers by possibly misleading them, and for this reason we ask publishers to send us review copies as their only contribution to our valuable promotion service.

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I look forward to hearing from you in the near future, and should there be any points requiring further clarification, please let me know.

Yours faithfully,

G. R. Marshall,  
Director.