Jim Raovet
2930 N 46St.
Milwaukee
53210

8/5/75

Dear Jim,

I'm sorry you didn't think of ordering the books sooner. We could have gotten them to you cheaper and before your booth opened.

I've done the best I can to speed it up. Took three hours this morning to make the packages. Couldn't do it last night because when you called we had company.

We will take back any you do not sell at full credit if they are insured so that, while there may be some trouble for us, there will be no cash loss. However, I'd much prefer to get the books fit to sell. This means good packaging.

Two are almost out of print. I don't know where the money to reprint will come from. So, while I'm anxious to sell every book possible and inform every person possible, I'm also anxious not to have a single book wasted.

I've included a batch of flyers. If you have any of them left and have no other use for them, please send them also.

Theoretically sending the books special handling is supposed to carry them as first class once they get into the mail. This means that in theory they should be in Milwaukee day after tomorrow and should go out on the next delivery. If your mail goes to a substation, I do not know if it will help to ask them let you know when these get there. They may or they may not. They will not be delivered by your regular carrier. They will be handled by some vehicle because of their size and weight. My wife has estimated these as closely as possible.

Box 1 holds 24 copies of Whitewash IV and 16 of Photo Whitewash. Box 2 24 of WW II and 9 of Photo WW. Each weights about 40 lbs, the limit. Box three has 20 copies of Frame-Up. (I do hope black develop more interest in this, particularly after the terrible foolishness in Atlanta recently. Box 2 also has 4 Whitewash. The balance of 20 are in Box 4. The first three weight about 40 lbs, 4 about 20.

In one of the boxes I've included several xeroxes of the Washington Post story on WW IV and that sensational transcript on the chance you could arrange a display.

We had to change the prices on the first books some months ago. My wife has been handling the sticking of the label on the books and I was unaware of how it is done although I had the stickers made. They are self-adhering and I didn't know it. In order to make these packages in time I had to start before I awakened her. There are several WW IIs on which these will fall off because I did not know there was a backer on the sticker. Please examine these as you unbox them. I believe that as you read the address they are close to the top and in the upper right-hand corner. All you need do is remove the brown backer and press the label over the old price. If you do not you may get an argument over the price. Even though the flyers show it.

Because of your situation and that of the Courier and the cost to which it went recently I have made an exception of you in two ways: by not asking prepayment and by giving the maximum commercial discount although you are not an established bookstore. By comparison I refused to send any to the Los Angeles nut gathering because they would not prepay. I hope that as soon as your display is over you will remit and return the remaining books. Should you sell out and have other orders, the discount on individual orders that we mail for bookstores is 20% and while my wife prefers addressed labels and gets them from bookstores, it is not necessary. Prepayment is, so you get the $6.25 per book, keep $1.20 per order and send us the rest with the names and addresses. We ship the day after we receive orders because there is but one mail a day. On individual orders the cost of the postage and envelope alone exceed the 25¢ added. We do the work free. And we have no help of any kind. All this comes from time I should spend writing and researching....Good luck, sincerely, Harold Weisberg