

TAI WAN ENTERPRISES CO., LTD.

P. O. Box 1803
Taipei, Taiwan
The Republic of China

Cable Address: "TAIENT TAIPEI"

Printing Division

HOW TO SAVE ON LOW-RUN REPRINTS

Dear Sirs:

We are writing you today to describe the reprint services of our newly formed Printing Division. Tai Wan Enterprises' two principal partners are a Chinese and an American with almost ten years' experience in dealing with local reprint publishers and have considerable informal experience in representing American publishers with local printers. We have now decided to formalize the operation and believe we can offer you significant savings on your low-run reprints.

We first acknowledge that Taiwan paper and binding does not meet U.S. and European standards. However, we believe that the quality is good enough and the savings sufficient to make it worth your while to investigate our proposition for low-run reprints.

Three types of Taiwan paper and a sample of binding cloth are attached to this letter. On the paper we have printed representative costs in US dollars for low-run reprints in Taiwan. The figures are C & F the nearest American, European, or Australian port. On the two tables for printing on Taiwan paper (pages 4 and 5), the charges include photography, printing on each of the three types of 80 Taiwan lb. (thinner paper available for thicker books) Taiwan paper, binding in Taiwan cloth, packing, and delivery to the port of your choice. Airmailing sample copies of the reprint and other extraordinary but unexpected expenses would be added to the cost.

The special table on page 6 is only for large-run reprints in which you might want to consider shipping your own paper to us. This would take additional time to handle, because it would be necessary for us first to obtain permission of the Board of Foreign Trade for you to import the paper duty-free. (Permission will not be given for the import of small quantities of paper.)

From these tables you can figure the approximate cost of reprinting one of your books in Taiwan. The representative costs are based on books of 200 pages, and you can figure the total cost by adding to the base cost the number of additional pages times the cost per individual page.

Example A: You want to print 200 copies of an 800pp 5½"x7½" trim-size book on 80-lb. Simili paper. The total cost would be

$$\begin{aligned} & \$126.32 \text{ (base cost for 200 copies of 200pp)} + 600 \text{ (additional pages)} \times \\ & \$0.3954 \text{ (cost / additional page)} = \$363.56 \end{aligned}$$

Example B: You want to print 500 copies of a 750pp 6"x8½" trim-size book on 80-lb. Printing paper. The total cost would be

$$\begin{aligned} & \$318.57 \text{ (base cost for 500 copies of 200pp)} + 550 \text{ (additional pages)} \times \\ & \$0.8639 \text{ (cost / additional page)} = \$793.72 \end{aligned}$$

These costs are representative of present costs, but we would send an estimate on work for your confirmation prior to proceeding with the reprinting.

Time is undoubtedly another factor in your consideration of reprinting in Taiwan. We can produce on the schedule below for any number of copies unless problems arise that require clarification. Also, it does not include the time used to send and return an airmail sample of the reprint for approval. This time, approximately three weeks, must be added.

Packed for shipment

Less than 10 volumes — within 15 days of receipt
10 - 30 volumes — " 25 days " "
More than 30 volumes — we must send an estimate

Shipping time varies, but most shipments would require

30 - 40 days to a United States Eastern port
15 - 20 days to a " " western "
35 - 50 days to Europe
20 days to Australia

Tai Wan Enterprises Company will not accept for reprint any title currently under copyright protection. In the U.S., this means that any book copyrighted since 1940 cannot be reprinted in Taiwan. If our information is current, no book published after 1906 can be reprinted **if the copyright has been renewed**. However, the copyrights on many books were not renewed and many more were never registered for copyright. We also cannot by law ship more than 1,500 copies of any one title to the United States. Chinese law requires that we present to the appropriate government offices the following documents:

1. A letter from the publisher commissioning Tai Wan Enterprises Co. to reprint the work in a specific number of copies and stating the copyright status of the book, and

2. if the book was published after 1906, a letter from the Copyright Office, Library of Congress, concerning its copyright status.

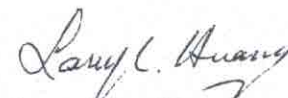
When we send you our firm estimates we will also enclose an agreement for each title. Payment in the form of a letter of credit is acceptable, but the following payment schedule by US dollar check is also possible:

Return of signed agreement	1/3 basic cost
Acceptance of sample	1/3 basic cost plus extraordinary expenses
Receipt of shipment	1/3 basic cost

In summary, we believe we have definite services that can benefit you in making low-run reprints of some of your titles that need to be brought back into print, but the reprint of which would not be feasible in your own country. We do not pretend that we can offer jobs that meet top-notch international standards of production. But then, you wouldn't be paying for that either, would you?

Why not send us a list of titles for an estimate so that you can compare?

Sincerely yours,


Larry C. Huang
Manager

Encl.

Costs Using Taiwan Simili or Printing Paper

COPIES \ SIZE	5½"×7½"	5¾"×8"	6"×8¾"	7½"×10¾"	8½"×11"	8¾"×12"
200 copies						
cost/vol.	\$.6316	\$.7263	\$.8021	\$1.1752	\$1.3572	\$1.4925
total cost	\$126.32	145.27	160.42	235.05	270.30	298.51
cost/add. page	\$.3954	.4547	.5021	.7703	.8858	.9782
300 copies						
cost/vol.	\$.5665	.6516	.7196	1.0277	1.1818	1.3052
total cost	\$170.00	195.50	215.90	308.32	354.56	391.56
cost/add. page	\$.5007	.5758	.6358	.9292	1.1277	1.2435
500 copies						
cost/vol.	\$.5017	.5769	.6371	.9028	1.0382	1.1465
total cost	\$250.85	288.48	318.57	451.40	519.11	573.27
cost/add. page	\$.6803	.7823	.8639	1.3195	1.5174	1.6757
1000 copies						
cost/vol.	\$.4497	.5171	.5711	.8028	.9232	1.0196
total cost	\$449.70	517.10	571.10	802.80	923.20	1,019.60
cost/add. page	\$1.114	1.2811	1.4148	2.139	2.4598	2.7165

EXAMPLE A

5½"×7½" 800pp print 200 copies
 \$126.32 (base cost of 200 copies of 200pp)
 + 600pp × \$.3954 (per page cost)
 = \$363.56 (total cost)

EXAMPLE B

6"×8¾" 750pp print 500 copies
 \$318.57 (base cost of 500 copies of 200pp)
 + 550pp × \$.8639 (per page cost)
 = \$793.72 (total cost)

(Sample: 80 Lb. Simili Paper)

Costs Using Taiwan Woodfree Paper

COPIES \ SIZE	5½"×7½"	5½"×8"	6"×8"	7½"×10"	8½"×11"	8½"×12"
200 copies						
cost/vol.	\$.6702	\$.7708	\$.8512	\$1.225	\$1.4087	\$1.5557
total cost	\$134.05	154.16	170.24	245.00	281.75	311.15
cost/add. page	\$.4305	.4950	.5467	.8495	.9769	1.0788
300 copies						
cost/vol.	\$.6053	.6961	.7687	1.0996	1.2645	1.3965
total cost	\$181.60	208.84	230.63	329.88	379.36	418.95
cost/add. page	\$.5532	.6361	.7025	1.0869	1.25	1.3804
500 copies						
cost/vol.	\$.5403	.6214	.6862	.9746	1.1208	1.2377
total cost	\$270.18	310.71	343.13	487.30	560.40	618.87
cost/add. page	\$.7678	.8829	.9751	1.499	1.7239	1.9038
1000 copies						
cost/vol.	\$.4884	.5616	.6202	.8746	1.0058	1.1107
total cost	\$488.40	561.60	620.20	874.60	1005.80	1110.74
cost/add. page	\$1.289	1.4823	1.637	2.4983	2.8731	3.1729

(Sample: 80 Lb. Woodfree Paper)

Costs Without Paper

COPIES \ SIZE	5½"×7½"	5¾"×8"	6"×8¾"	7½"×10"	8½"×11"	8¾"×12"
200 copies						
cost/vol.	\$.5225	\$.60	\$.6635	\$.95	\$1.0925	\$1.2065
total cost	\$104.50	120.18	132.71	190.00	218.50	241.30
cost/add. page	\$.2965	.3411	.3765	.575	.6612	.7302
300 copies						
cost/vol.	\$.4541	.5223	.5767	.825	.9487	1.0477
total cost	\$136.25	156.69	173.03	247.50	284.62	314.32
cost/add. page	\$.3541	.4072	.4497	.675	.7762	.8572
500 copies						
cost/vol.	\$.3925	.4513	.4984	.70	.805	.889
total cost	\$196.25	225.69	249.23	350.00	402.50	444.50
cost/add. page	\$.4333	.4982	.5503	.8125	.9343	1.0318
1000 copies						
cost/vol.	\$.3405	.3916	.4324	.60	.69	.762
total cost	\$340.50	391.60	432.40	600.00	690.00	762.00
cost/add. page	\$.620	.7129	.7874	1.125	1.2937	1.4287

(Sample: 80 Lb. Printing Paper)