

8/29/67

Dear John

Your just-arrived letter, which I read in haste, has the essence of what I hoped you'd recall.

Now that you have thought about it, perhaps you will recall more. I met you outside the Dell office when they made you the first offer and we went into a little restaurant on the numbered street to the south and west of it to discuss that offer. I told you then and insisted thereafter that I could and would make no deal that I could not keep, that I had pledged to accept returns on HW, had been paid for the copies sold and had given the printer that money. Therefore, as a condition of any deal, Dell would have to assume this responsibility. This is more pointed than your language, for there never was any doubt that "responsibility" meant financial responsibility, not postal.

When we were in Mrs. Meyers' office with Tobey and the others, I went over this, even though you had told me that you had, and made it explicit, repeating that I just did not have the money to make unsold copies good, that it would be the appearance of the Dell copies of the Dell edition that would cause the returns, and they make no announcement of their edition until the last minute so the unsold copies in the stores could clear. After this you chided me for my candor, saying it was psychologically bad to acknowledge that I was broke, that this weakened my bargaining position. Your recollection of your own reaction, I think, would strengthen this. As you well know, without this assurance I would and could not have printed those extra 8,000 copies for them. Your recollection of 10,000 is what I at first considered when they asked that I turn over all wholesale orders to them and I knew the TV special depended.

Your recollection of my phoning Muckle and authorizing the overtime charges is correct. This was from the phone outside his office to which Bair took us. You sat at my side to see that I didn't forget those things, like the art work, that Dell wanted for its edition.

Your recollection that we had this agreement on the returns is accurate, as is the fact that what Dell would assume is my actual cost on returns, and that I would reimburse them what they paid me of this from any subsequent sales, which you did not say but I do acknowledge. What I also hope you recall is that you took this up with Bair and he with Tobey, who then changed that provision only to have them change their minds again. You sent me the changed contract with this clause replaced by one that did acknowledge their financial responsibility and then Bair phoned you and said they'd changed their mind again, I believe because he was told to. Here any files you may have, and you do have letters, could be very helpful. In your father's absence I spoke to his secretary asking that these letters and notes be made available to John and, if necessary, to a lawyer, for I may have to sue Dell if John can not work this out amicably. They have yet to give me an accounting. It is my recollection that Bair told us the first accounting would be in April and that shortly thereafter it would be followed by a check. You told me that they printed 250,000 copies and then, in December, reprinted twice, each a small printing.

Your recollection of the provision added that we had not agreed to, making me responsible for their pilferage, is accurate. I have learned from Dick that the 99¢ figure they said is less than they get is actually twice normal plus 4 cents!

August 24, 1967

Dear Harold and Lil:

I enjoyed your last letter and look forward to seeing you in your new house. Where is it? And does it have a separate swimming pool?

Harold, in answer to your request: As far as I remember, you called up the printers in Washington from Pell and requested that a shipment be sent from the printers to Pell's warehouse in Jersey. Pell agreed to distribute an additional printing which you ordered ~~xxxxxxx~~ and also the copies from previous printings which were not sold. I believe the total on both was about 10,000. You never signed a subsequent distribution agreement, because of a misunderstanding. Toby said in Helen Meyer's ^{office} (Am I right on both these spellings?) office before you signed the contract that he "would take care of all returns." Both you and I thought this meant he would pay printing costs. Later it turned out that he ^{didn't} would return the books to you with covers and pay for transportation. They continued distributing the books and keeping records of all sold. I left while this was continuing. Their share was only to be the distribution costs. You were to receive the remainder. This only referred to whitewash I, the editions you had printed yourself.

I hope that fulfills your request. If it doesn't please let me know what other information you would like. Oh, I forgot, in the last distribution contract they submitted for your approval there was a clause about you being responsible ^{for} losses in their warehouses. Subsequently, I think, they were willing to change this. I have been able to move ahead with my book and now expect and hope to finish a spy story, besides, before going to England for criticism in November.

Israel has begun to move ahead with plans for the captured lands although there is some opposition: a strike of merchants in Jerusalem and El Arish. The next move is up to the Arabs. Not one iota of land will be given back until they decide to talk. Probably there will be another war or if not, at least minor skirmishes. The puppeteer is Russia. What she says goes. In spite of press reports, the situation in the captured areas is depressing. Fields lie fallow. Towns are nearly empty. ~~xxxxxxx~~ very few refugees are coming back.

Only Jerusalem is alive and exciting and, I am sure, much improved than when a divided city. Arabs in long skirts and burnouses, men in robes, orthodox Jews with beards and black coats; the city is international! Lil, I will try to send some pictures. I hope to visit the orphanage next time I am there, so I will add the pictures afterwards.

The weather here has been near 100. In Jericho, below sea level, ~~and~~ where the refugees are crossing, the temperature is even higher. I hope to go this weekend to Gaza and the Golan Heights taken from Syria.

I have begun reading the Bible. ~~It~~ It is a thrilling book! grandiose yet simple. By the way, I think the Western Wall has been exaggerated. It's only a ~~wall~~ wall. It is the ^{TRUE} people who make Jerusalem what it is. I guess that's ~~the~~ of ~~the~~ most places. The Churchill book is the best one on the war I've seen.

Sincerely,

