

Mr. Harry -ivingstone
P.O.Box 7149
Baltimore, Md. 21218

11/25/89

Dear Harry,

From your letter you are doing very well! You should be pleased with this degree of success.

I'm troubled that with so many sales you seem to be pressed for money.

Keep after those who buy the books for payment. Some will try to gyp you, from my experiences, and some will just delay and figure they are making the interest if they have to borrow from banks.

The wholesalers and the chains are the worst in my experience.

We are owed what for us are large sums we'll never get.

Thanks for your good wishes but I'm not better. I've just been catheterized at Hopkins and require a bypass for which I have no leg veins they can use. They will take mammary arteries they say I can do without. and I have a friend of whom that is true.

They'll let me know when they are ready. as I recall, they estimated in about two weeks. I think they said I'd be there for two weeks and confined to home for two weeks. I am clear that they said I'd be "wiped out."

So I won't be able to answer letters for a while.

Best to you both,



November 23, 1989

Dear Harold:

Just a note to tell you how we are doing.

We battled through to some high ground. The Book is doing better and better, and I'm happy to tell you that it went to its third printing this week. The last lot of 5000 paperbacks only lasted six weeks. Only by superior juggling can I again put together the financing--which must be paid in advance--for the printer. I finally paid off the first printer this week, which was a big ax over my head.

I was able to get Walden to finally make a direct buy of a 1000 books. They got us another distributor, and they also are taking a 1000. Dalton took 2000 from the last printing, and they rapidly sold out, and reordered.

The American Library Association review in their Booklist got the book into very many libraries, and that was my first goal, which worked. I got that review myself, but have struck out with the newspapers. There has been nothing that I know of. A SUN editor told a reviewer to "Slam" the book. He didn't, and wrote a review 100% supporting the book, which they refused to publish, asking him to rewrite it and "I told you to slam it". The whole story was told over the WCBM radio here two weeks ago by the reviewer. We were hosted by Pat McDonough, a leading politician here who also 100% supported the book.

The Book has repeatedly sold out in some major stores in Washington and Baltimore, (Trovers, Kramerbooks, Greetings & Readings, and Gordons) and they continually reorder. We are doing many talk shows at the moment, and Radio Booksellers sold 1200 in one day after a broadcast by Robert this week.

I'm getting the hang of doing a lot of business, and it is easier on me, though I'm in pretty rough shape from all of this.

I hope this finds you feeling better. I know that your legs give you a lot of trouble. I wish you a happy Holiday season.

My new phone is (301) 243-4272.

Best wishes,

Harry
Harrison E. Livingstone