

October 19, 1949

Mr. Robert Cousins, Editor  
Executive Book Club  
475 Fifth Avenue  
New York City, New York

Dear Mr. Cousins:

We have given some consideration to the 367 copies of "Planned Chaos" you phoned me about Monday.

It has been a bit difficult for me to put the whole story together here because two of the men who formerly handled this deal are no longer with us. However, I believe I have accumulated all the pertinent facts.

We have about 3800 copies of the paper covered edition of "Planned Chaos" on hand. This seems adequate for our needs for some time. However, I don't know of anyone who could use your 367 copies better we can.

In looking over the records, I find that we sold you the printed sheets for 4,000 copies for \$600. Our actual cost to the printer for these was \$721.79. I don't know just why we sold these below our cost, but that is water over the dam.

For the few copies of the case bound "Planned Chaos" we purchased from you, I note that we paid you your unit cost of 44.9 cents a copy.

Therefore, we would like to buy your remaining copies, but would of course like to get them as reasonably as possible. Would you consider an offer in the vicinity of 20 or 25 cents a copy, f.o.b your plant?

Sincerely yours,

W. M. Curtiss