

# D. Van Nostrand Company, Inc.

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SCHOOL DEPARTMENT

May 7, 1956

Mr. Paul L. Poirot  
The Foundation for  
Economic Education, Inc.  
Irvington-On-Hudson, New York

Dear Mr. Poirot:

Mr. Crane has asked me to reply to your letter of May 1 concerning our prices for copies of THE CONSTITUTION OF THE UNITED STATES, by Mussatti, for school use.

Our list price for the cloth edition of this text is \$2.80 and for the paper edition \$1.60. On all orders received from Boards of Education or Catholic schools we allow a discount of 25% from the list price regardless of the size of the order. To private schools the discount on both editions is 20% from the list price. All net prices are Fob our shipping warehouse and transportation charges are additional.

We should add that on orders for single copies of any book to be billed to a teacher rather than to the school our discount is 20% rather than the 25% that would be accorded if the bill were to be made out to a public or Catholic school.

We should also like to point out that the above information is to a certain extent confidential. We do not hesitate, of course, to quote a specific discount when a request for such information is received. We do not, however, make generally public our complete discount schedule to avoid inquiries as to why such and such a policy is in force.

We hope that the above information is sufficient for your needs.

Sincerely yours,

D. VAN NOSTRAND COMPANY, INC.

Stanton Whitney  
Manager, High School Department

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*This N.Y. Service branch quotes list price of \$3.50/cloth and \$1.60 as of May 7, 1956. JRP*