

Bill Patton LER

Memo: to Shelly, Clare, Horrie ~~et al~~
Sent to Adam 5/10/56 extra copies attached

~~On pricing Mussett's Constitution
to educators, for single orders and
fewer than 5 copies allow 33 1/3%
discount, postage paid by FEE.
On orders for 5 or more copies for
class or school use, allow 40% off,
shipping charges to be paid by buyer.~~

~~Paul H. Poriot~~

Our list prices	\$ 3.50 cloth	\$ 2.00 paper
to educators		
1 - 4 copies, each	2.33 postpaid	1.33 postpaid
5 copies or more, each	2.10 plus shipping	1.20 plus shipping

Paul H. Poriot

Key - ~~attach~~ ^{attached} a copy of this memo to D. Van Nostrand
letter.

~~LER~~ -

I judge from this that D. Van Nostrand has one list price for the public, and another for the school department, which also allows educators discounts of 20-25%

As near as I can figure, we'd be in line if we gave 40% off our list and charged postage. Another possibility is to give 33 $\frac{1}{3}$ % off and absorb postage. ~~Perhaps~~ Maybe we could follow the former on bulk orders and the latter for single orders. I see no reason for our discriminating, as they do, against non-Catholic private schools.

Do you want me to check further with them as to their pricing policy? If not, will you, or shall I, advise Tom as to discounts we'll allow?

PJP