

THE SCRIMSHAW
PRESS

December 3, 1975

Dear Nell,

Thank you very much for your thoughtful and precise note a while back concerning OF NIGHT AND DAY. You asked precisely the right questions.

We are finding it painful to warehouse and insure other people's books in large quantities in the space which we rent. We would, if we could, like to reduce the number of boxes we have to worry about. That's one issue.

Another is that of selling books. If you would like us to make an effort to sell some or all of the book at a "special" price, we'd be happy to try. You do not wish us to remainder it (i.e., get rid of it entirely) and this is very clear. You may be willing to let us offer it with our other Scrimshaw titles at a price ten percent lower than normal because we think that we will engender more orders that way.

We would like to return some of the books to you. We have 2170 on hand and they sell very slowly. Perhaps we could ship 2000 back? That would be about three pallets or skids worth. We'd be happy to do it early in the new year, keeping enough for our own use here, able to ask for more from you when the time came.

Please don't try to answer this until after Christmas or whenever you have a breathing spell. There is no panic out here (though we are having a pretty lean time of it). Greta and the girls are FINE.

Love,
Frederick